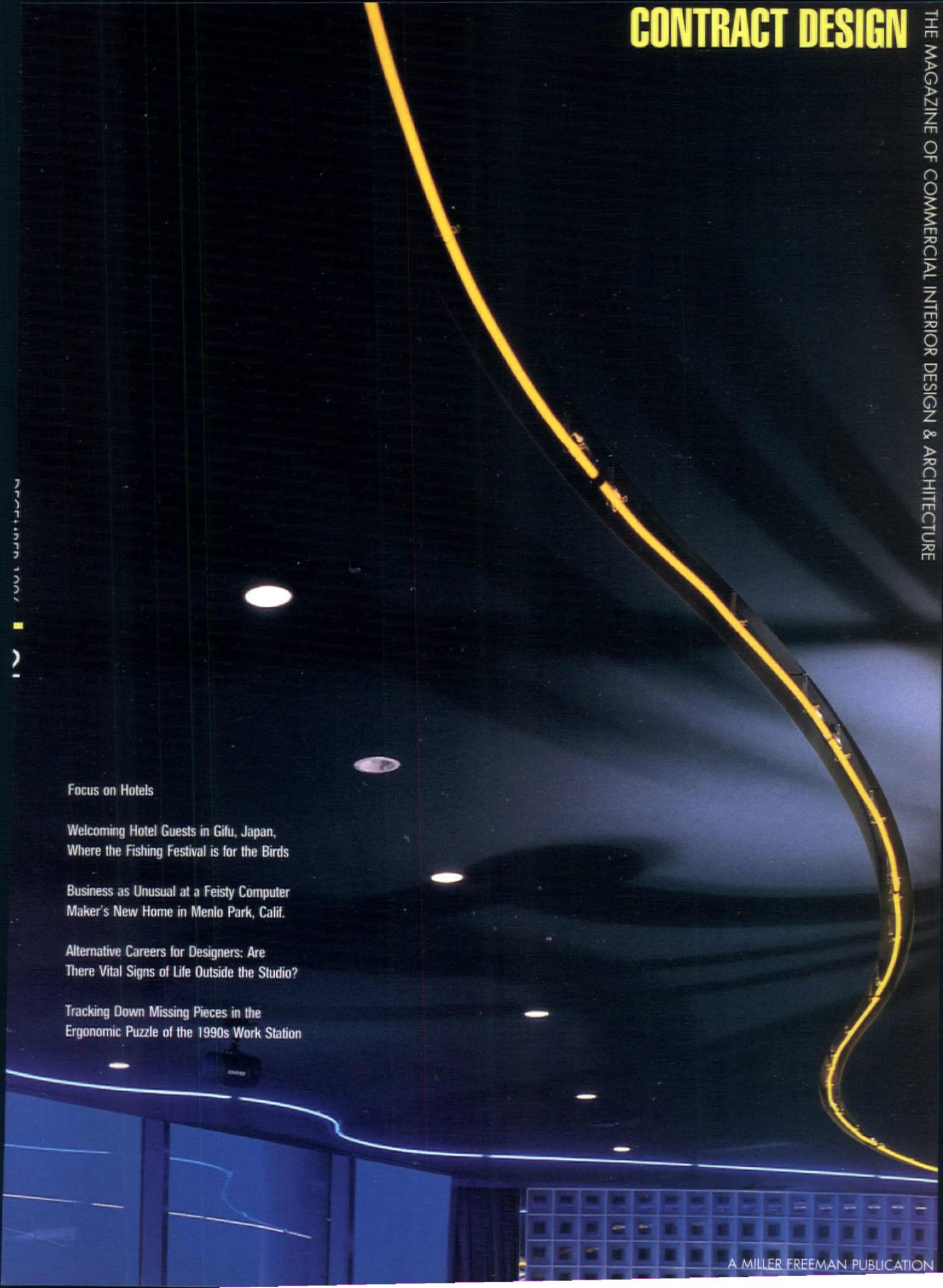
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THE MAGAZINE OF COMMERCIAL INTERIOR DESIGN & ARCHITECTURE



Focus on Hotels

Welcoming Hotel Guests in Gifu, Japan, Where the Fishing Festival is for the Birds

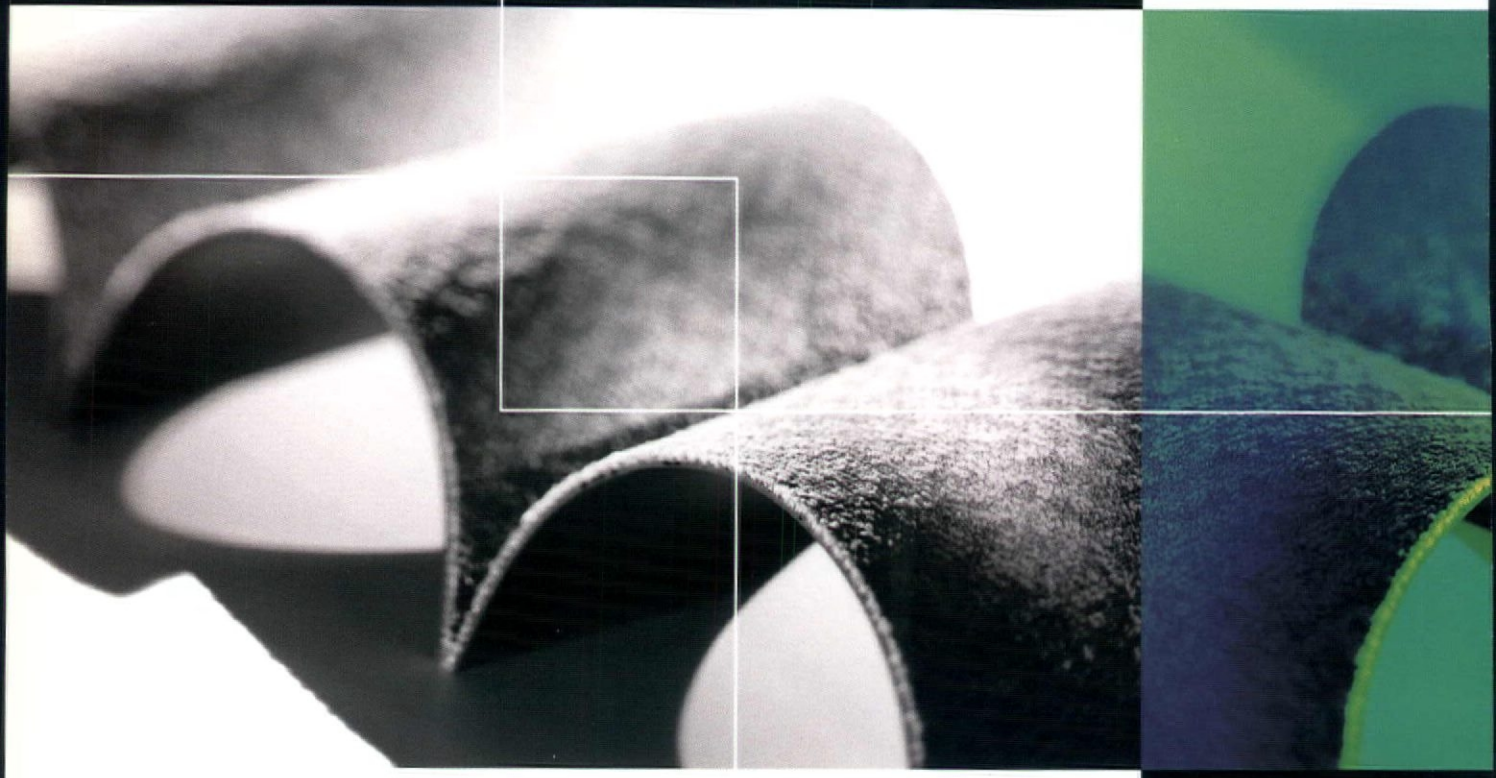
Business as Unusual at a Feisty Computer Maker's New Home in Menlo Park, Calif.

Alternative Careers for Designers: Are There Vital Signs of Life Outside the Studio?

Tracking Down Missing Pieces in the Ergonomic Puzzle of the 1990s Work Station

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When do 1+1 equal infinitely more than 2



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THE MAGAZINE OF COMMERCIAL INTERIOR DESIGN & ARCHITECTURE

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Handles, hinges, hooks and the like are highly visible elements in interiors because they occur at transitional points where our eyes instinctively focus. These are a few examples of details not to be overlooked.

24 IT'S NOT A BREEZE
Loewenstein's Sail chair really stacks up against the competition—and looks good doing it.

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Imagine yourself on an anti-fatigue flooring wherever people are required to stand for long periods of time, and you'll understand the enthusiasm for LonFoam from Lonseal, Inc.

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38 JUST LIKE MAMA'S
You haven't tasted the pizza that Neapolitans eat until you've dined at Manhattan's Naples Ristorante, designed by Frederick Brush Design Associates.

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Dwyer & Collora summoned Childs Bertman Tseckares to create an office unlike that of other Boston lawyers, and the result is bold, bright spaces for a bold, bright law firm.

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Computer giant Sun MicroSystems sets a Silicon Valley standard with its new R&D campus in Menlo Park, Calif., designed by Bottom/Duvivier and Backen Arrigoni & Ross.

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Faced with an unquenchable thirst for office space, Snapple asked Spector Group to create its East Meadow, N.Y,. headquarters in just one year.

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Repetitive stress injury from white-collar work shows no signs of going away, but it isn't a hopeless case yet—if designers and clients work together now.

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Cover Photo: Ceiling detail of the 78-seat sky bar and entertainment lounge at the Renaissance Hotel, Gifu, Japan, by Hirsch/Bedner Associates. Photograph by Jaimes Ardilles-Arce.

ARCHITECTURAL ART GLASS

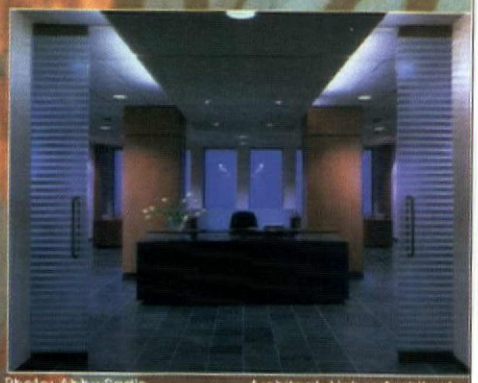


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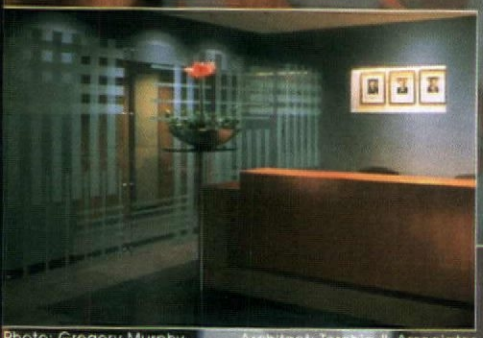


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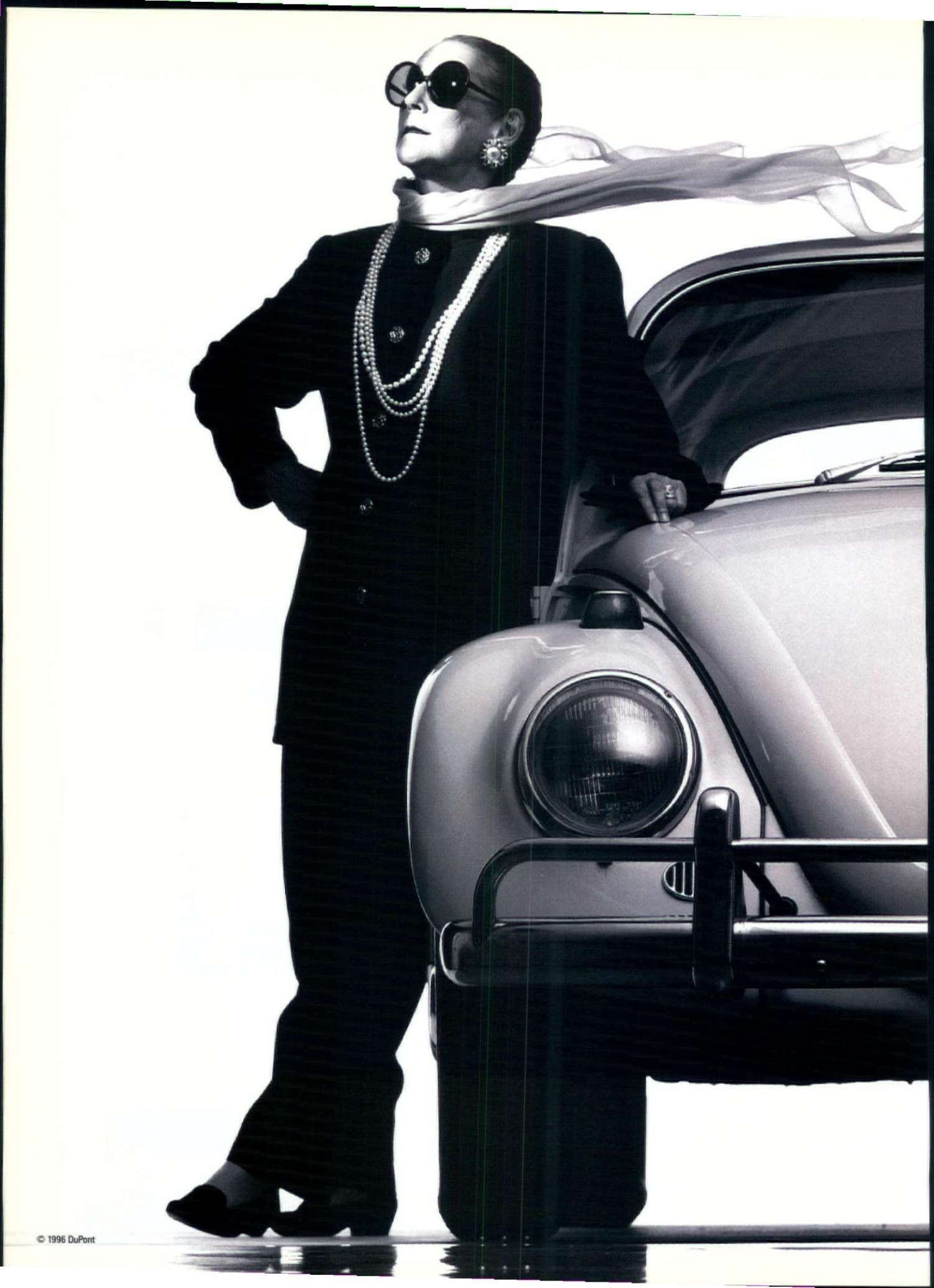
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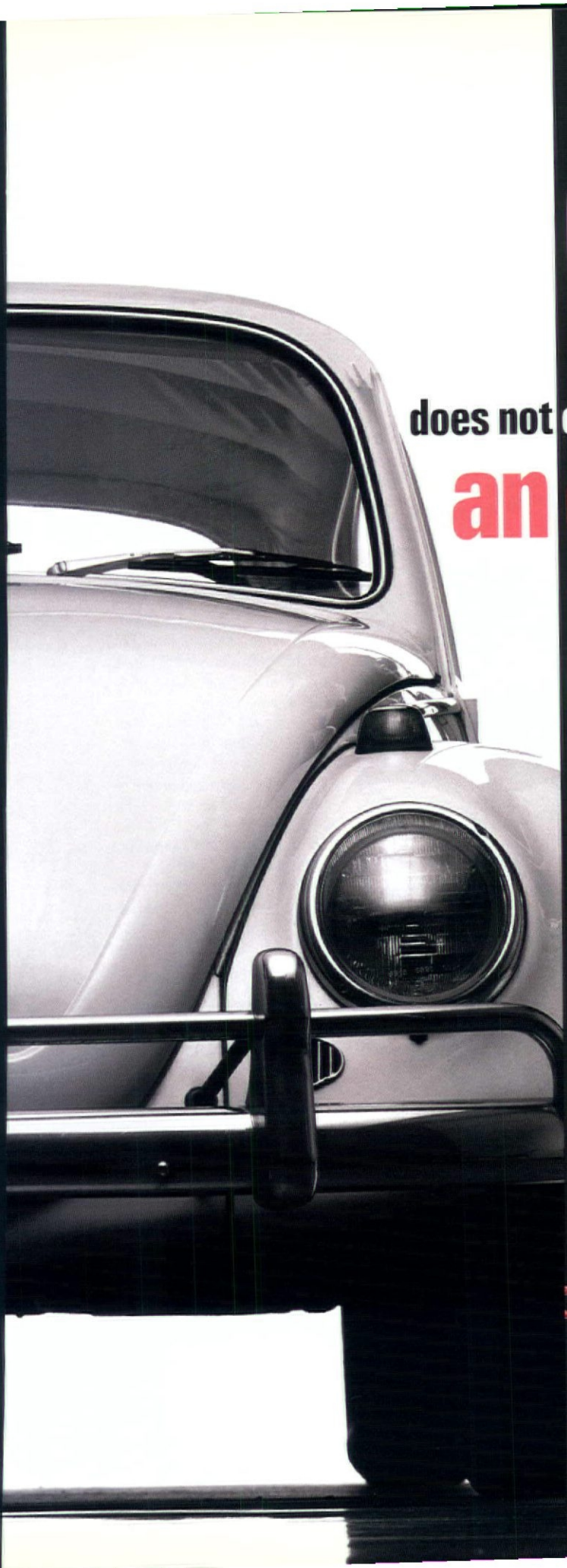
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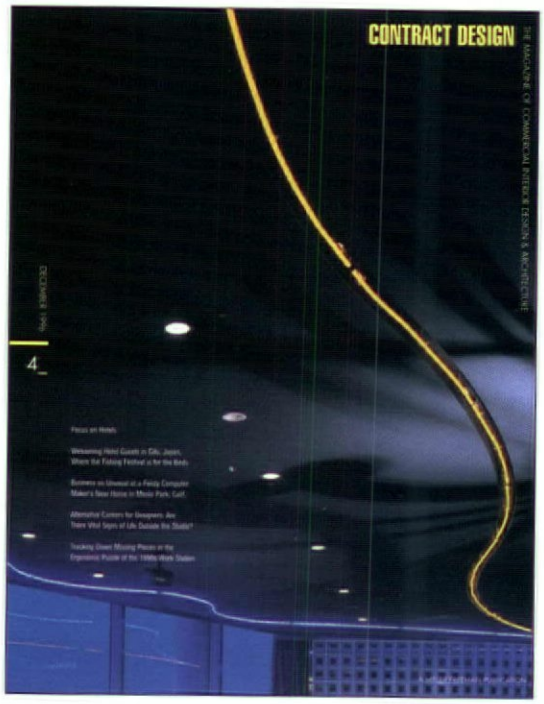
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EDITORIAL

Are Designers Losers in Cyberspace?

Has real-time, three-dimensional, touchy-feely space lost its meaning in cyberspace? Are architecture and interior design obsolete? Should we all just hand in our AIA, ASID and IIDA membership cards and go home? Two recent, unrelated observations point to the possibility that space—not virtual reality—still matters profoundly as the 21st century approaches.

Consider an analysis of the impact of the Internet on America's urban centers that the Taub Urban Research Center at New York University released this September as *Leaders and Losers on the Internet*. In focusing on identifying the location of "host" computers directly connected to the Internet, the NYU study asserted that access to the Internet and technical ability to realize the potential of computer technology could be among the key factors to economic development in the future. So where are these host computers situated? Interestingly enough, they're concentrated in five regions: Silicon Valley, Boston-Cambridge, Mass., Los Angeles, Manhattan and Fairfax County, Va.



Will telecommunications deregulation accelerate the gathering of skilled people, investment and innovation in these and other areas? Can the combination of these potent ingredients spawn similar high-tech clusters elsewhere? Does the existence of these clusters mean anything beyond the possibility that intelligent people like to work and live in physical proximity?

Maybe, maybe not. David Gelernter, a computer scientist at Yale University, told *The New York Times* that, "Culturally, the Internet is trivial. This may change, but I'm not sure that having a lot of Internet connections is any great economic or cultural advantage." Meanwhile, architects and interior designers would be wise to keep conducting site location studies even for clients who are gaga over the Internet.

Another fascinating affirmation of the value of physical space appeared as "Can We Still Afford to Be a Nation of Immigrants?" in the November 1996 issue of *The Atlantic Monthly*. David M. Kennedy, Donald J. McLachlan professor of history at Stanford University, pointed out that the movement of some 20 million people or more from Mexico, the Philippines, China, Taiwan, Vietnam, Korea, India, the Dominican Republic and other Latin American and Asian nations to America over the past 30 years occurred for precisely the same reasons as waves of Europeans did a century ago: a population explosion exacerbated by rapid industrialization. Paradoxically, for all our concern about corporate America exporting jobs overseas, many of our newest immigrants are leaving countries often credited with taking those jobs.

In the convoluted age of the "virtual corporation," the economic and social consequences of immigration can be interpreted as either beneficial or harmful for Americans. Similarly, the presence of foreign businesses in the United States and American businesses abroad can be arguably good and bad. Regardless of the final judgment, the arrival of the latest immigrants declares that physical space is consequential even when Nike shoes are made in China and Honda ships Accords from the United States to Japan.

What are architects and interior designers to make of this? Clearly, they face a formidable challenge in trying to create satisfying spatial environments for the '90s—ones that simultaneously reassure us that the world we are leaving has not entirely slipped away—and educate us that the world we are entering is not entirely alien. Does this sound familiar? It's the same problem faced by the pioneers of Modern design in the last *fin de siècle*. Once again, the *process* of design is at stake no less than the *product*.

Are we prepared to work with clients as partners, to see our role as maintaining physical space as well as designing it, to exploit modern technology and to accept change as perhaps the only constant in design? Like immigrants, we shall only know when we reach the shore. How reassuring it is to know the shore will probably be physical as well as metaphysical.

Roger Yee

Roger Yee
Editor-in-Chief





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Educating the World

Houston, Texas - World Workplace and its show management, the International Facility Management Association (IFMA), are gearing up for World Workplace '97 to be held October 5-7, 1997 in Dallas, by inviting industry professionals to submit proposals for presentations at the event. World Workplace '97 will focus on eight areas that impact workplace professionals. These tracks will be cross-referenced with educational presentations and booths in the Learning Center. The eight tracks that will be presented at World Workplace '97 include: Building Systems; Environment; Global Business Strategies; Health, Safety and Risk Management; Organizational Issues; and Professional Development. Presentations must be 90 minutes long and include a question-and-answer period. For a proposal packet, contact IFMA at (713) 623-4362. Submittals must reach IFMA by mail or fax no later than January 17, 1997.

90 Years Young

New York - Much has changed in the 90 years since A. Stewart Walker and Leon Gillette founded their architecture firm. As the successor firm to Walker & Gillette, Swanke Hayden Connell Architects (SHCA) recently celebrated its 90th birthday in the Puck Building Ballroom in New York City. The firm's celebration includes an exhibit of work from its inception, including projects like the Coe estate in Oyster Bay, Long Island, the Fuller Building in New York City and Rye Playland, all of which have achieved landmark status. It also includes more recent work such as Trump Tower, the Mutual of America Insurance building on Park Avenue, Winchester House, London, IsBank in Turkey and Edificio Central in Caracas, Venezuela.

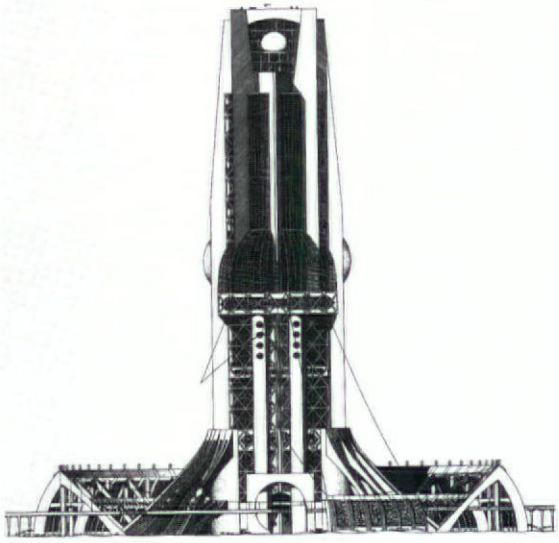
"In its long history SHCA has seen two World Wars, numerous smaller conflagrations, and has been an observer of numerous architectural periods from Art Deco, as well as its revival, Modernist, Post Modernist and numerous revivals...both worthy and unworthy," says Richard S. Hayden, FAIA, RIBA, managing principal of the firm. As the firm enters the next millennium it has expanded its horizon to include offices in London, Turkey and Caracas and international work throughout the world, while continuing relations with clients that have been with the firm almost since its inception.

World's First Hyper Building

Mayer, Ariz. - Paolo Soleri, Rem Koolhaas and Nobuaki Furuya presented their designs for a 1,000 meter tall, mixed-use building to the Hyper Building Research Committee in Tokyo. Soleri's designs are on display in the Visitor's Center at his project in Central Arizona, Arcosanti.

The Japanese government formed the Hyper Building Research Committee in 1994 as a joint research organization composed of 93 corporations with the support and cooperation of the Japanese Ministry of Construction. The committee is charged with adopting policies which will make possible the construction of a "Hyper Building," a 1,000 meter high building with a projected lifetime of 1,000 years. The committee commissioned Soleri, Koolhaas and Furuya to develop designs, concepts and ideas that will eventually make possible the construction of such a building. These "Conceptual Image Plans" were unveiled at a symposium in Tokyo.

The core of the project, the Hyper Building itself, consists of a one kilometer high tower and two exedrae, semi-circular edifices, which occupy one square kilometer. A variety of alternative energy production means are incorporated into the design, including 78,000,000-sq. meters of photovoltaic cells, windmills and 5,000 Genset hydrogen conversion units, solar powered generators, which will produce enough electricity to meet the bulk of all residential needs in the building.



The proposed "Hyper Building" will have a projected lifetime of 1,000 years.

Commissions & Awards

Hillier/Eggers, New York, has been retained by the Union of American Hebrew Congregations to provide full planning and design services for the organization's new, larger headquarters facilities in a site in New York to be determined.

Hellmuth, Obata + Kassabaum (HOK) in association with **Arquitectonica** of Miami, has been selected by Turner Broadcasting System, Inc. to design a 20,000 seat arena for downtown Atlanta. The arena will be the new home of the National Basketball Association's Atlanta Hawks, concerts, conventions and other special events as well as a proposed National Hockey League expansion franchise.

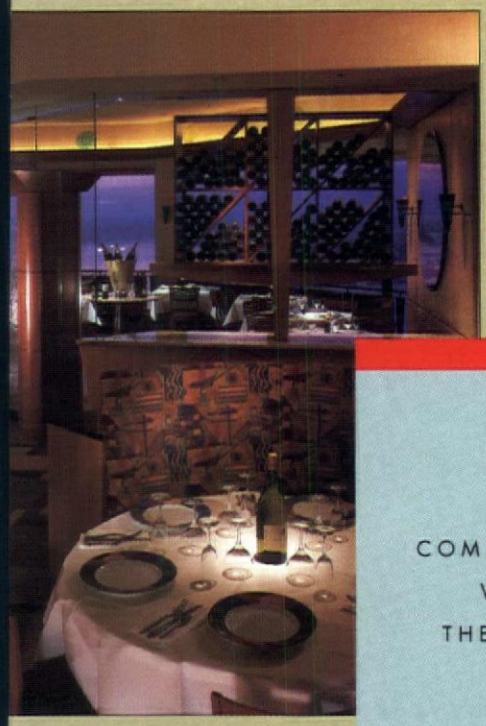
Milliken Carpet, LaGrange, Ga., has launched the Phoenix Design Awards, a juried competition that recognizes interior designers for projects that substantially integrate Milliken carpets into the overall design. Entries will be judged on creativity, originality, style and the role of carpeting in the overall design. Two more award competitions will be held between now and June 1997, and their entry deadlines are January 17, 1997 and May 16, 1997. Entry forms and information are available by calling the Phoenix Award entry hotline in the U.S. at (800) 241-4826, ext. 8657.

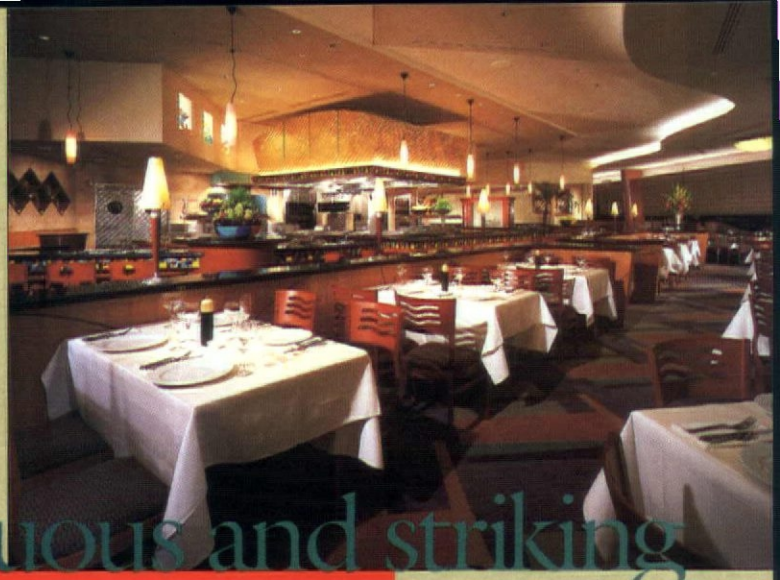
Atlanta-based **Stevens & Wilkinson Interiors, Inc.,** has been retained by HBO & Company for the relocation of its customer services division from its Perimeter Center headquarters to new 50,000-sq. ft. offices at Windward Pointe 200, Alpharetta, Ga.

Armstrong World Industries, Inc., Lancaster, Pa., has received The Office of Federal Contract Compliance Programs' Exemplary Voluntary Efforts (EVE) Award for its work to increase employment opportunities for minorities. The EVE Award recognizes Federal government contractors who voluntarily implement innovative programs that increase employment opportunities for minorities, women, individuals with disabilities, disabled veterans and Vietnam Era veterans.

KI, Green Bay, Wis., was honored with a Canada Award for Excellence in the Quality-Large Manufacturing category by the National Quality Institute of Canada. The program is administered and managed by the National Quality Institute to encourage, promote and recognize the pursuit of quality, innovation and entrepreneurship in the private and public sectors.

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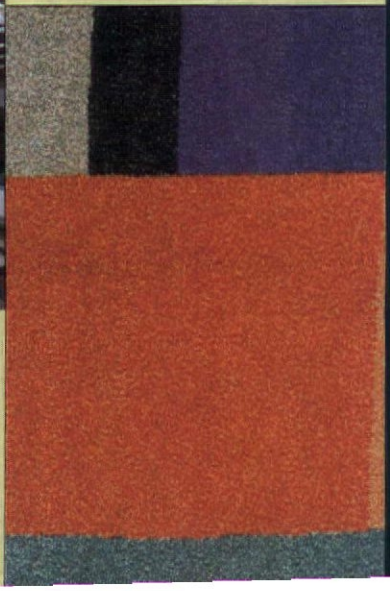
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Winning design team: Martin and Ivonne Dorf. Photography © Peter Paige (installation) and Don Rank (product).

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TRENDS

Washington, D.C.-based interior design firm **LIMINALITY**, will upgrade the existing design program and provide space planning through construction contract administration services for the 47,000-sq. ft. regional headquarters in Herndon, Va., for Airbus, the second largest aircraft company in the world. The firm has also been awarded the commission for full scope interior design services for the new 210,000-sq. ft. headquarters for the Gemological Institute of America in Carlsbad, Calif.

Gensler, Santa Monica, Calif., is commissioned to perform various architectural, interior, and graphic design services at Arcadia, Calif.'s thoroughbred equestrian racetrack, Santa Anita Park. The firm is also providing architecture, interior design, graphics and signage design, and special equipment for the $209 million expansion of the Guam International Airport, located in the U.S. Territory of Guam, Western Pacific Region.

The Amtico Company, based in Coventry, England, won the Best Small Company award and was Highly Commended in the Household Products sector at the 1996 Best Factory Awards. The annual awards aim to identify manufacturing excellence across the spectrum.

EIMU, the Biennial Exposition of Office Furniture held in Milan from April 9-14, 1997, announces the international EIMU: Office Design Competition aimed at designers less that 35 years old. The theme of the 1997 edition is "The Office in the Third Millennium". Those interested in participating should confirm before February 7, 1997. For an entry form and competition requirements write to: Competition Secretariat, Cosmit, Corso Magneta, 96, 20123, Milano, Italy, or call at 39/2/485921.

New York-based **Elias Design Group, Inc.** has been selected to provide interior design services for the new Marriott Renaissance Plaza Hotel in Brooklyn, N.Y.

Perkins & Will/Wheeler, Minneapolis, is redesigning two cardiac care units at Methodist Hospital/HealthSystem Minnesota in St. Louis Park, Minn.

The Thadani Hotel Partnership, Architects, Washington, D.C. has been selected to design a 40,000-sq. ft. mixed-use building in central Mumbai (Bombay), India. The program includes retail shops and commercial office space on two levels and a 300 seat movie theater on the upper level.

Soep Associates of Boston has been selected by Cascade Communications to provide complete space planning and architectural services for its new 270,000-sq. ft. facility in Westford, Mass.

Arrowstreet Inc. of Somerville, Mass., has been selected to renovate The Fairmont Copley Plaza Hotel in Boston.

New York-based **Gerner Kronick & Valcarcel, Architects PC**, is designing 31,000-sq. ft. of new office space for Japan Travel Bureau International in Manhattan.

Printemps, the French department store chain, has selected New York-based **Tucci Segrete & Rosen Consultants, Inc.** to design both the interior and exterior of their new store at Ratu Plaza in Jakarta, Indonesia.

High school students who would like to test their architectural prowess and compete for a full college scholarship are invited to enter the **1997 National Architecture Design Competition for High School Students** sponsored by New Jersey Institute of Technology's School of Architecture. The registration deadline is January 31, 1997. To receive an entry form call (201) 596-3080.

People in the News

Anshen + Allen has promoted **Gregory Blackburn, AIA**, to partner in its San Francisco office.

Sheldon Peskin, AIA, has joined Interspace Inc., Philadelphia, as studio director.

Behr Champana-Gagneron, AIA, has joined Gensler as director of architecture and design of the Atlanta office.



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CATALYSTS of Change

Circle 10 on reader service card

TRENDS

Dennis Gaffney, AIA, has joined the Washington office of RTKL Associates Inc. as associate vice president and project director for interiors. **John D. Martin** has joined the firm as strategic facilities planner.

New York-based Fox & Fowle Architects PC, has named **Daniel J. Kaplan, AIA, Carl Lewis, AIA,** and **Sylvia J. Smith, AIA,** principals. **Thomas V. Czarnowski** has been named director of international operations and will focus his energies on Fox & Fowle Architects PC's growing international practice in Asia and the Middle East.

James J. Brogan has joined New York-based Morse Diesel International, Inc. as vice president.

Craig Vogel has been elected president and **Mark Dziersk** as executive vice president of the Industrial Designers Society of America (IDSA) for the '97-'98 term.

LPA, Inc., Irvine, Calif., has appointed **Karen Thomas** as a principal and its new director of interiors.

Donald R. Blair, AIA, principal and board member of the Perkins & Will Group, New York, has been named national director of the firm's healthcare practice.

Howard Sutton has been promoted to the newly created position of vice president, corporate relations at Steelcase, Grand Rapids, Mich.

Candace Keller has been promoted to the position of director of marketing communications for Jami, Inc., Overland Park, Kan.

James Vander Heiden has joined the Milwaukee-based office of Hammel Green and Abrahamson, Inc. as a principal.

Dr. George C. Skarmeas, AIA, AICP, ASID, has been named director of historic preservation architecture by The Hillier Group, Princeton, N.J.

John Cropper, AIA, APA, has joined Honolulu-based Wimberly Allison Tong & Goo, as a director of the firm's Singapore office.

Donald R. Rimer has been promoted to principal of the Pittsburgh Engineering Division of Burt Hill Kosar Rittelmann Associates, Pittsburgh.

E. Crichton Singleton, FAIA, has joined HNTB Corporation's Kansas City, Missouri office as vice president and director of architecture.

Terry L. Perry, FIIDA, has joined Griswold, Heckel & Kelly Associates, Inc., Washington, D.C., as director of healthcare design.



Circle 11 on reader service card

Business Briefs

T.P. Greer Architects, New York, has merged its practice with that of New York-based **Butler Rogers Baskett.** Timothy P. Greer joins Butler Rogers Baskett as a principal and Laurence Marner, AIA, has been named an associate principal of the firm.

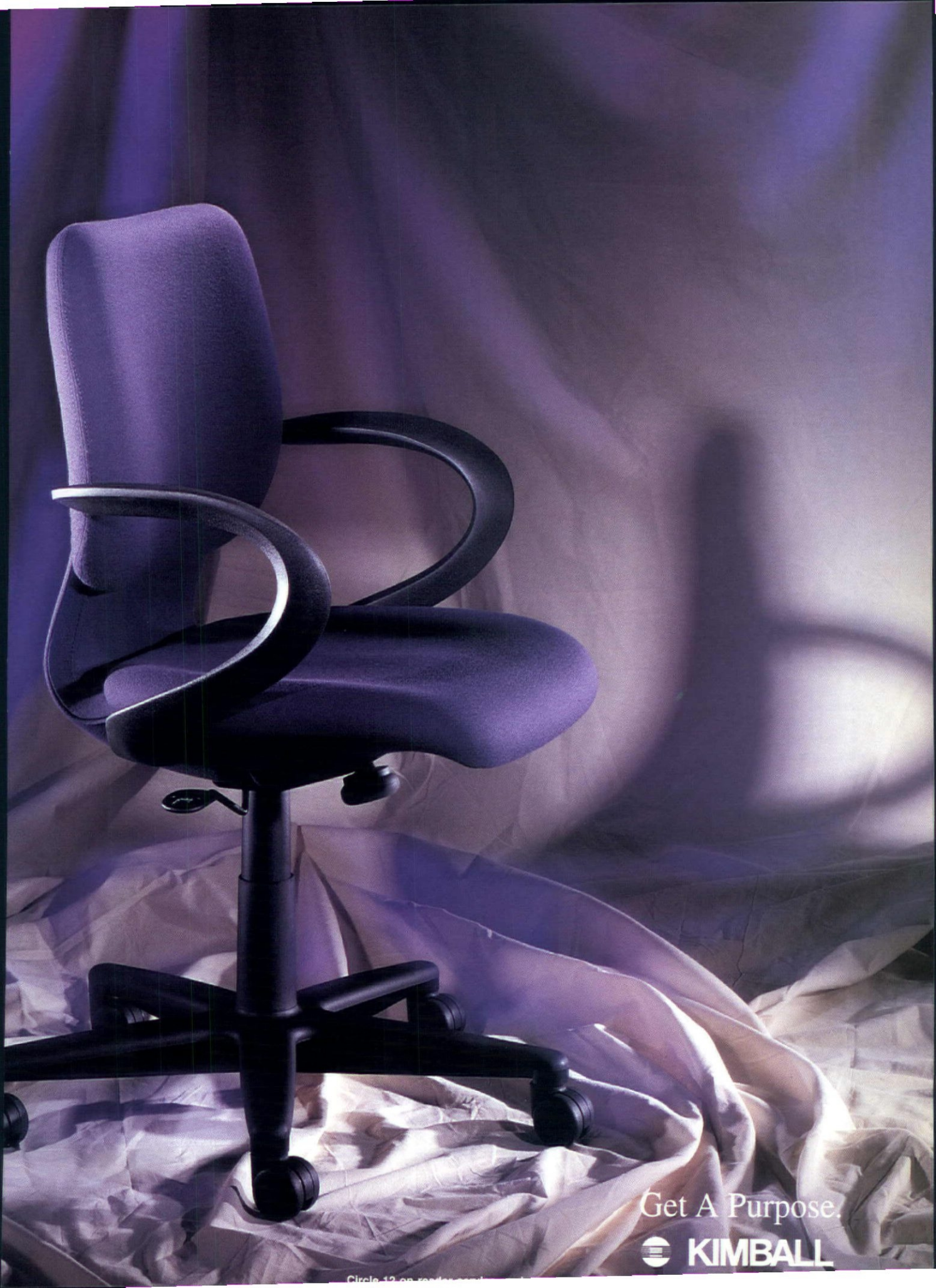
Condon Florance Architects (KCF), Washington, D.C., have announced the completion of a merger agreement, with the merger effective January 1, 1997. **KCF/SH&G,** as the Washington, D.C. office will be called, is a division of SH&G.

Haworth Inc., Holland, Mich., has signed a definitive agreement to purchase **Omni Office Interiors,** an office furniture manufacturer based in Sydney, Australia. Terms of the sale were not disclosed.

The Wheeler Group, Minneapolis, is joining the **Perkins & Will Group.** The firm's new name will be **Perkins & Will/Wheeler.**

Corrections

In the story "Light Years Beyond Pong" in the October issue of *Contract Design* the names of Mathew Mills and Ralph O'Rear are misspelled. We regret the error.


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MARKETPLACE



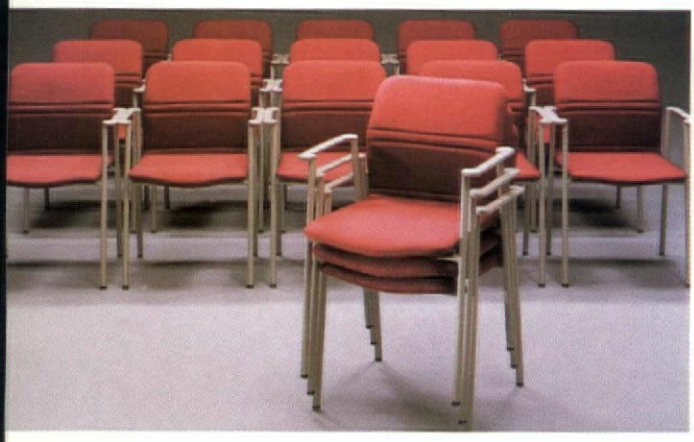
The new Presidio Collection from Landscape Forms complements any unsecured public site. Brain Kane designed the seating system with coordinating litter receptacles and ash urn to add the finishing touches to university and corporate campuses, high profile parks, transit stations or any public space. Presidio seating can be specified with or without backs, and with one or two arms per seat. Seats feature solid metal rods, welded to tubular steel frames. Seats bolt securely to a horizontal steel tube support which may be free-standing, surface mounted or embedded.

Circle No. 200



Pollack & Associates offers Obi and Chinese Checkers from the Travel and Leisure collection. Obi is an intricately embellished cotton jacquard fabric, named for the decorative sashes worn with Japanese kimonos. Its jointed-hexagon grid pattern is woven of fine cotton, and softened by a special "antique" marled yarn that frames each hexagon. Chinese Checkers restates the tortoiseshell hexagon on a smaller scale and simplifies Obi's effect by utilizing one of the smaller filling patterns, a checkerboard. It is offered in three coordinating colorways.

Circle No. 201



Bounce Seating, from Stylex, offers an array of models that stack, dolly and gang. Bounce Seating can be specified with or without arms or with tablet arms that rotate. The chair's comfort level is achieved through its internal suspension system of elastic webbing supported by heavy gauge steel tubing. Bounce Seating easily meets all ANSI/BIFMA performance standards.

Circle No. 202

WALKING IN A DESIGN WONDERLAND



Innovations in Wallcoverings presents Trowel, one of its newest vinyl wallcoverings. While specifying a Type II printed vinyl wallcovering, Trowel provides designers with the ability to achieve a "3D look", traditionally available only by using heavier, embossed vinyl wallcoverings. Trowel is available in 14 colorways that include neutrals and pastels. This Type II vinyl is 52/54-in. wide and holds a Class A fire rating.

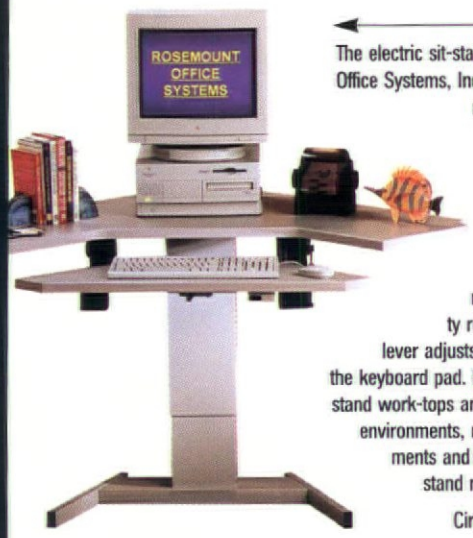
Circle No. 203



Leucos USA, Inc. offers Van/2, designed by Roberto Pamio. Van/2 is a small-scale, semi-recessed fixture providing downward light through an acid-etched, poured glass diffuser available in a wide range of colors. Van/2 provides a narrow to wider beam spread, depending on the lamp, as well as a soft pleasant ceiling glow. Van/2 features a fully recessed housing equipped with thermal protection, magnetic transformer and junction box which houses the hand-molded Murano glass diffuser.

Circle No. 204

MARKETPLACE



The electric sit-stand from Rosemount Office Systems, Inc. integrates contemporary design and technology to meet the needs of today's changing office environment. With a push of a button, the work-top height changes to meet specific adjustability requirements. A single lever adjusts the height and tilt of the keyboard pad. Rosemount's electric sit-stand work-tops are ideal for shared office environments, multi-shift office environments and doctor-directed sit-stand requirements.

Circle No. 205



Monterey Carpets, Inc. introduces Tessouro, a multi-colored, textured, 31-oz. loop offered in 17 selections of unusual color-play. Tessouro's sophistication of color statements speaks of the famed Missoni style of design. Tessouro was created for use in multi-faceted, well-trafficked commercial environments and is manufactured from DuPont Antron Legacy.

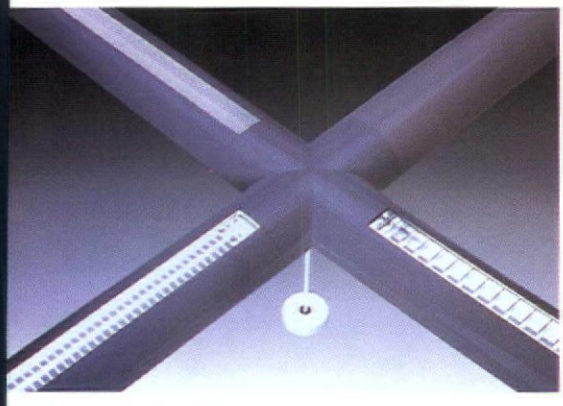
Circle No. 206



Falcon Products introduces a new hand-crafted furniture collection designed specifically for the hospitality market. This new Falcon line includes wood seating, sofas and tables that can be customized to individual specifications. The wood seating line reflects an assortment of upholstered chairs, barrel chairs and parlor seating. Console, pedestal and occasional tables are available in a variety of wood finishes. Falcon hospitality settees and sofas are crafted in contemporary designs and are available in a choice of fabrics and finishes.

Circle No. 207

IT WAS A VERY GOOD YEAR



LAM Lighting Systems introduces Choices, a family of high performance suspended and wall-mounted indirect/direct lighting fixtures. Design continuity allows the all-indirect and combination indirect/direct units to be coupled in rows or used together throughout an application. Choices fixtures are characterized by an architectural, low profile ellipsoidal shape and are constructed from rigid, lightweight, single-piece precision-extruded aluminum.

Circle No. 208



Carolina Business Furniture introduces its most recent table collection, Vector. Vector tables are crafted of metal with wood and glass, accented with a unique pinwheel design element to make a contemporary statement. Available in a variety of metal or wood finishes, the Vector series includes cocktail, end and console tables.

Circle No. 209

MARKETPLACE





Kron usa introduces Flavia, a new line of lounge seating designed exclusively for Kron by J.L. Perez Ortega. Flavia provides a family of seating consisting of a lounge chair, sofas in two widths, and settee, that meet a variety of applications. Structurally rigid polyurethane and cold-cure high-resiliency foams are molded to form a one-piece flexible back and sides. A raised seat back "hugs" the occupant and descends to form outwardly sloping arm rests, integral with the design following natural body contours. Sculptured wood legs are available in four finishes: natural, cherry, mahogany and black.

Circle No. 210



Meridian Incorporated's 5000 Series is a new line of modular steel office furniture. 5000 Series provides a choice of desks, returns, credenzas, pedestals, overdesk storage, and computer-support accessories in different sizes, configurations and finishes. All are modular and can be added or removed from pre-existing office installations. A wide array of standard paint finishes, laminate or wood veneer worksurfaces and metal or wood drawer pulls and front options allow Meridian's 5000 Series to work with any office color palette.

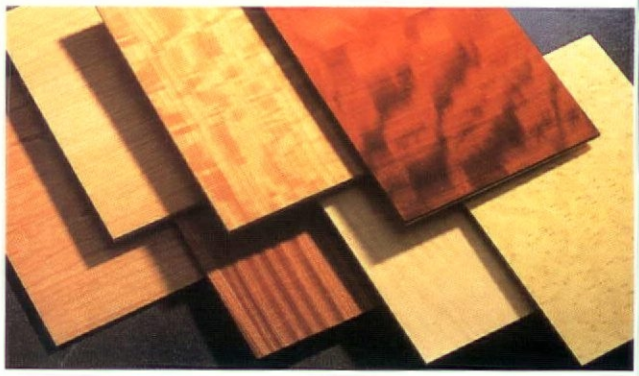
Circle No. 211

THE ELVES HAVE BEEN BUSY



Essex Commercial Wallcoverings offers Esscape, the first genuinely porous wallcovering developed to combat the mildew and bacteria that often plague hospitality and healthcare environments. It also has Intersept®, a built-in antimicrobial agent to retard mold and mildew. Because Esscape breathes, it discourages mildew formation and bacteria growth, allowing moisture to evaporate naturally from walls. Esscape is available in standard 54-in. widths and five patterns in five colorways each. Shown here are Pompano, Naples, Daytona and Dodson.

Circle No. 213



Marlite has expanded the number of veneers offered in its Surface Systems™ pre-engineered wall system product. New veneers include flat cut cherry, rift cut red oak, quartered sapele, block mottled makore, block mottled anigre, reproduction birdseye and flat cut figured maple. Surface Systems is manufactured for architectural and retail applications. The system combines a wide range of natural materials and faux finishes with a pre-engineered application system for decreased installation complexity and costs.

Circle No. 215

David Edward Company's new Bridgeport Tandem, designed by Max Pearson, is a flexible tandem system in maple, joining sofas, settees, chairs and tables in straight, L- or S-shaped configurations with open or closed backs. Companion pull-up, stack chair and larger scale lounge seating are available with free standing tables. With muslin/dacron undercover and catalyzed wood finishes, this series is intended for extremely high density usage.

Circle No. 212





Circle 13 on reader service card

MARKETPLACE

One Plus One, a division of DesignTex, Inc., introduces a new collection of upholstery textiles designed by Kevin Walz. Each pattern in the group, containing nine styles in 69 colorways, was designed with cross over potential in mind. The color palette is decidedly broad, incorporating traditional neutrals as well as jewel tones, but also includes a strong presence of acidic yellows and greens. Pictured here is Altered States, featuring many weaves and textures with borders of chenille that look similar to the states of Texas, Nebraska and Oklahoma.

Circle No. 214





La Lune Collection offers more than 600 items of rustic furniture including seating, tables, cabinets and accessories. The company harvests only fast growing, environmentally secure woods, and uses non-polluting, water-based finishes in its construction process. Shown here is the Collection's Secretary with glass doors, designed by Mario Costantini. It is composed of sandbar willow, with a Navajo finish and is available with glass shelves, recessed lighting, mirrored doors and willow doors. It is offered in 22 premium finishes, custom finishes and custom sizes.

Circle No. 216



Giorgio Pizzitutti, part of the Matteograssi group in the U.S.A., offers Lovo, designed by Franco Poli. Lovo is a range of desktop objects, designed in the elegance of wood and leather, two materials that enhance each other in the basic smooth oval shape. The design concept is built around ellipsis, which have a ratio between the elliptical centers and the center distance that create an ideal proportion. The range consists of various desktop containers and boxes, two deskpads and a paper bin, as well as other objects in wood and leather that go to complete the collection.

Circle No. 218

DON'T BE A FRUITCAKE: SPECIFY GOOD DESIGN

Giati Designs' Next Century Market Umbrella's built-in durability features strengthen it against the rigorous effects of sun, wind and water over years of exposure, making it ideal for outdoor hospitality settings. The working mechanism or hub of the umbrella is custom designed from nautical quality cast brass and guaranteed for five years. The Next Century Umbrella is available in Giati 100 percent solution-dyed, sunfast canvas guaranteed for five years against fading, splitting, cracking, peeling or hardening. Over 125 colors and patterns are available.

Circle No. 217



The Vegas pure wool yarn area rug is part of the David Shaw Nicholls' Cosmo-Cities collection. Although part of a collection of programmed designs, every piece is unique due to the rich craftsmanship. The Vegas is very finely woven by hand, is two-sided and is available in 6x9-ft., 8x10-ft. and 9x12-ft. sizes. The intention of designer David Shaw Nicholls was to create a line of kellim-type area rugs which are finely woven to facilitate detailed motifs and accurate circular forms. The graphic is contemporary and the colors are complex and blended, creating a rug with a timeless impression.

Circle No. 219



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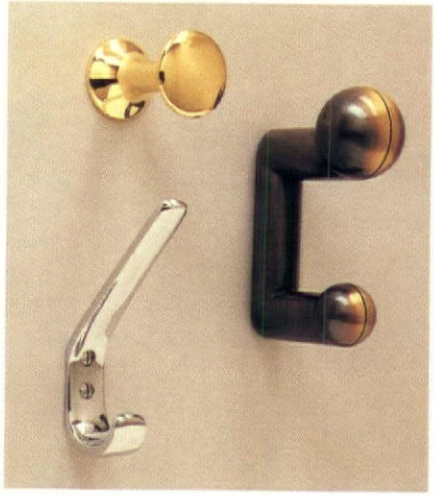
Architectural Hardware

God may or may not be in the details as Mies van der Rohe once proclaimed, but such details as architectural hardware do matter to architects and interior designers. Handles, hinges, hooks, knobs and the like are highly visible elements of the built environment because they occur at transitional points where our eyes instinctively focus. A poorly formed or proportioned drawer pull, for example, can spoil the clean lines of the finest cabinetry. So the form and function of architectural hardware are a matter of concern that the examples on these pages should be addressing.

PETER PEPPER PRODUCTS INC.

Peter Pepper Products Inc. offers a large selection of hat and coat hooks, racks, coat trees and umbrella stands. The Peter Pepper Products line includes over 200 high quality hooks available in a variety of colors, woods and metal finishes, many with multiple mounting bars and custom configurations.

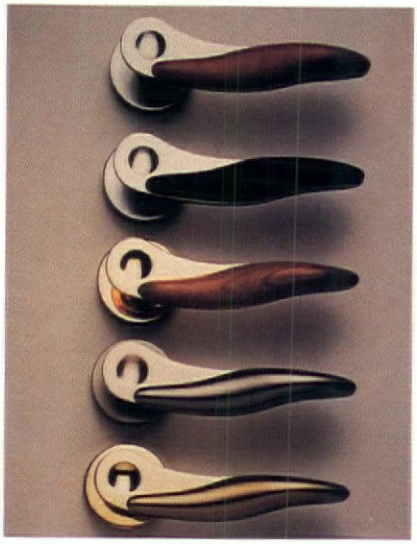
Circle No. 226



VALLI & VALLI

The American division of Italian Gruppo Valli & Valli introduces the new H328 lever sets designed by architect Sir Norman Foster. The spine of the handle is a flat plate, and the moldings can be made in a variety of materials, such as metal, plastic, timber, black rubber, or even covered with leather. The choice of metal for the spine and nature of the moldings determine the appearance of the handle. The Norman Foster line features decorative keys, pulls, hooks, thumbturns and window hardware.

Circle No. 228



ESSEX INDUSTRIES, INC.

Essex Industries, Inc. offers the new Sargent/Essex 7800/8200 series mortise lock, designed to provide the accessibility required by ADA while establishing the benchmark for security and durability in a commercial mortise lock. The Sargent 7800/8200 is available in a variety of styles and finishes as well as standard, removable and security cylinders.

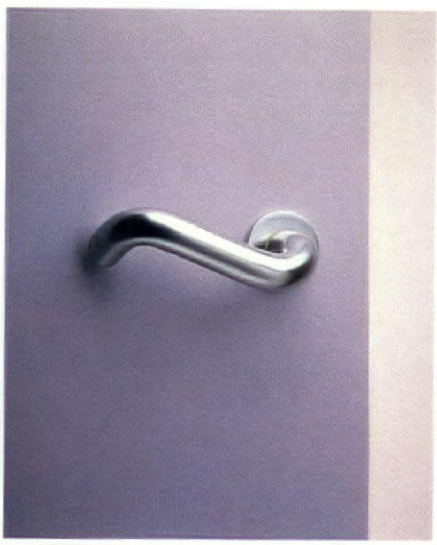
Circle No. 227



THE IRONMONGER

The Ironmonger offers the Quaver lever, designed by Alan Tye RDI for Modric, which won an IBD Product Design award with a comfortable version that fits the hand perfectly. It is available with UL approved mortise locks in six metal finishes or any of the 80 stock colors in the Spectra Color System. All levers offered by The Ironmonger are ADA compliant.

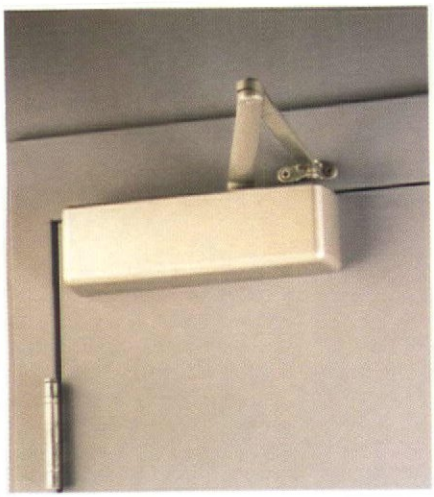
Circle No. 229



LCN DOOR CLOSER

LCN offers the 4040 Closer. LCN specializes in developing high quality innovative door control products. LCN's product line includes surface mounted, concealed closers, power operators, fire/life safety closer/holders and high security closers. In 1997, a complete new pivot line will be available from LCN. This range of choices will allow greater design freedom, improved control of the building's environment, enhanced security and reliable door closer operation.

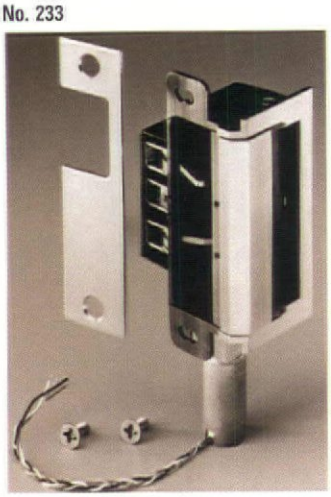
Circle No. 230



LOCKNETICS SECURITY ENGINEERING

Locknetics Security Engineering introduces its new universal, heavy-duty electric strike, called the 9000 Series PowerStrike™. Powerstrike accommodates virtually all commercially available cylindrical and mortise locksets. Four modular, heavy-duty monitoring switches facilitate field changes for solenoid, keeper, bolt or latch position. Cast stainless steel housings ensure rugged durability. The 9000 Series offers dual (12/24VDC) voltage and a recitifier is available for AC operation.

Circle No. 233



LAWRENCE METAL PRODUCTS, INC.

Although Lawrence Metal Products, Inc. offers several hundred stock products for crowd control and hospitality, custom fabrication from customer drawings or templates has become a substantial part of the company's business. Combining stock items in brass or stainless with custom bends and miters into assemblies and sub-assemblies enables Lawrence to create unique results at competitive prices.

Circle No. 231



HEWI

HEWI mirror cabinets include mirrors on both the outside and the inside of the door, as well as covering the complete back wall of the cabinet. The high gloss nylon frame provides a color accent to harmonize with any color scheme. The cabinets are available in four widths, from one to four doors, in multiples of approximately 11-in., and two heights of approximately 18-in. or 24-in. The depth is 6-in. A single back wall provides stability to the cabinet which is supplied with fastening hardware for hollow wall installation.

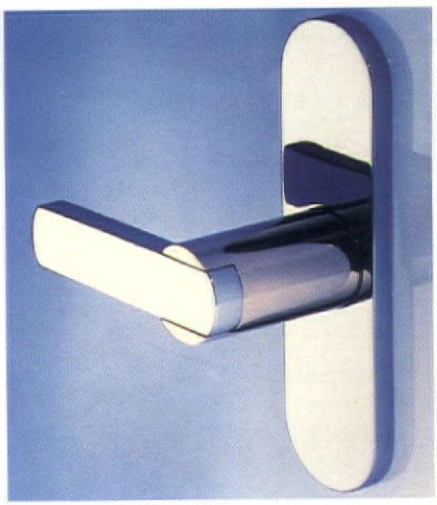
Circle No. 234



PAUL DECORATIVE PRODUCTS

The Rego door lever by Paul Decorative Products is shaped to enhance the doors of today's contemporary office interior. The Rego handles are available in all functions including entry, privacy, passage and closet. They are made from solid brass and are offered in 16 finishes including Dyna-Brass, the companies new finish that has the look of brass with added durability. The Rego door lever is also available with a round back plate or a longer 10-in. oval plate for entry doors.

Circle No. 232



FORMS + SURFACES

The Talon Collection from Forms + Surfaces includes both doorpulls and cabinet pulls, allowing a specifier to carry a singular design theme from door to drawer to cabinet. Doorpulls are available in two sizes and may be single-mounted or mounted back-to-back on wood, metal or glass doors. Cabinet pulls are available in two distinctive shapes designed to compliment the larger doorpulls. All Talon pulls are cast in a variety of metals and come in several different finish options.

Circle No. 235



It's Not a Breeze

Loewenstein's Sail chair really stacks up against the competition—and looks good doing it

By Jennifer Thiele Busch

In these days of the team-based, employee-empowered work place, the American work force is constantly rushing off to meetings or training sessions, prompting the most basic yet important of questions: "Where will they sit?" The expanded opportunity to accommodate these people has not been lost on commercial furniture manufacturers, many of whom have recently stepped up their product offerings in what is considered one of the highest volume segments of the contract market: stackable seating. Now Loewenstein, the Florida-based manufacturer of a broad line of seating for commercial applications, has thrown its hat in the ring with its newest introduction, the Sail chair.

Surprisingly, Loewenstein never had a dedicated seating product to go head to head with the stackable competition until its Breeze chair came on the market last year. "Before we introduced Breeze, Loewenstein never had a true, multi-purpose, higher-density stacking collection," admits Leonard Backer, vice president of marketing. "When we realized that this was an expanding market, we wanted to get our percentage of the sales." The Breeze line, which includes bar and counter stool models in addition to the stacking chair, was Loewenstein's first serious foray into the arena.

Sail, the newest member of the Loewenstein stackable seating family, is designed so it can either complement Breeze within a single installation or stand independently. Both are offered in the same 11 seat and back color combinations and 15 frame finish options, but the subtle differences between the two help Loewenstein cover a broader range of applications. While Breeze is available only with arms and can be upholstered, Sail has both arm and armless versions in smaller dimensions without an upholstery option.

Functional features including tablet arm and book rack options, a permanent ganging device, a four-legged base that makes it easier to clean beneath the chair, durable yet lightweight tubular steel construction, a one-piece, polypropylene seat/back shell that flexes for added comfort, the ability to stack 18 high on a cart or 10 high on the floor, give Sail the characteristics most popular with corporate as well as educational, health care and other institutional users of high-density, stackable seating, and extends its uses into the hospitality and retail markets as well.



Though none of these features are considered revolutionary for stacking chairs, what truly sets Sail apart from the field, according to Backer, is its aesthetic. For this, Loewenstein turned to Italian chair designer Carlo Bartoli, who designed Sail in collaboration with Loewenstein's northern Italian metal factory, where the chair is manufactured. The 30-year-old Loewenstein has long favored northern Italian designers for its products because of their legendary ability to create what Backer calls "contemporary, cleanly designed chairs" whose details and design elements are difficult if not impossible to knock off.



Naturally, Sail is no exception to that tradition. "The chair has a very updated aesthetic," says Backer. "And it has a very attractive price point, which is a considerable advantage for such a highly stylized look." Described as having an "hourglass figure," Sail's elegantly sculpted, one-piece seat and back shell offers an alternative look to the graceful, sweeping curves of Breeze with its integral steel frame and independent seat and back.

The companions are aptly named, too, since breezes and sails seem to go together. But don't be fooled into thinking that the latter somehow depends on the former. Sail is quite well equipped to reach any interior destination under its own power.

Circle No. 236



Loewenstein's new Sail stackable seating offers specifiers and end users all the most popular features required of stacking chairs, including arm and armless versions (middle), tablet arm and book rack options (top) and high-density stacking capabilities (bottom).

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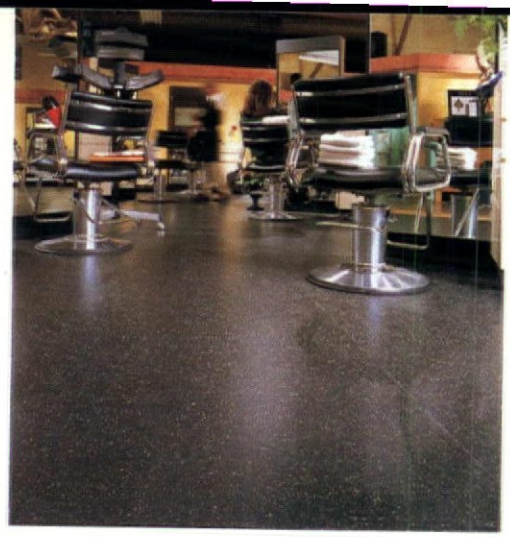
With a focus on style and value, Trace® and Marquésa® Lana olefin upholstery yarns create contract fabrics that really perform. Cutting edge designs and luxurious custom finishes insure these yarns are found in the most innovative fabrics. But their beauty isn't just skin deep. Rich, solution-dyed colors are locked into the fiber, making it resistant to fading and degradation. It also resists stains, mildew and abrasions making for durable fabrics that wear beautifully. These yarns are the perfect choice for contract upholstery.

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Circle 15 on reader service card





Comfort underfoot: LonFoam can be specified for interiors such as beauty salons (right), or anywhere employees are standing for extended periods of time. The flooring's starlight speckle pattern (far right), which serves to hide scuff marks and dirt, is available in Starlight Blue, Windowpane Grey, Skyscraper Grey, Cappuccino Beige and City Lights Black.

Standing Room Only

Imagine yourself on anti-fatigue flooring, where people stand for long periods of time, and you'll want LonFoam from Lonseal, Inc.

By Rita F. Catinella

With the problems of carpal tunnel syndrome and other work-related disorders becoming a major concern for the design industry, is it any wonder that a company has developed a new anti-fatigue flooring which makes standing less stressful on the body? LonFoam, from Lonseal, Inc., can go anywhere people must stand for extended periods of time in facilities as dissimilar as beauty parlors, surgical units, pharmacies, corporate mail rooms, nurses stations, assembly lines and behind the counter areas in banks, retail stores and hotels. The flooring is formulated with a four-ply structure that features a thick, independent cell-foam layer for resiliency and cushioning. Not only does LonFoam's polyvinyl chloride wear layer exceed all Americans with Disabilities Act standards for slip-resistance on a level surface, it is quieter than other popular flooring surfaces.

"What's most unique to LonFoam is the independent closed cellular inner layer, which is critical to the anti-fatigue property," says Sean P. McGuire, eastern region sales manager and product manager for Lonseal. "It's literally a pleasure to stand on compared to other hard surfaces, such as high density vinyls and laminates." The closed cell feature ensures immunity from moisture penetration and bacterial growth, as well as offering sound absorption and heat insulation properties. As LonFoam is specifically engineered to reduce fatigue, it is ideally suited for any application that involves the user in long-term standing.

One of the more surprising applications is the test kitchen. "I didn't realize what a large market test kitchens are," says McGuire, noting that *Family Circle* magazine, Kraft Foods and lifestyle author and TV personality Martha Stewart have all been evaluating LonFoam for test kitchens where their employees stand all day. "Worker productivity can literally increase tenfold when their feet and legs are not bothering them," says McGuire.

LonFoam's smooth surface is produced through a calendered layered method. In this sandwich-like structure, the top, .032-in.-thick wear surface has a high vinyl content that provides superior wear, durability and stain resistance. Multi-colored flecks are embedded to create a non-directional design, the middle cushioned inner layer is 0.82-in. thick and the bottom layer is a polyfiber backing that adds for superior adhesion and dimensional stability. The foam inner layer is blended and calendered onto a polyfiber backing which goes through an oven for expansion, and is then re-calendered and the additional layers are applied. The final thickness amounts to .120 in., and finished rolls are trimmed at 6-ft. x 60-in.

The completed product is bonded to the floor with a latex-based adhesive. All seams are heat welded, giving added insurance against any type of bacteria, growth or moisture penetration. Cement, 1/4-in. minimum APA approved plywood underlayment and even non-embossed existing resilient floors are suitable substrate materials for good bonding. McGuire explains that daily maintenance is simple, requiring a damp mopping or sweeping.

How has LonFoam managed a quick turn around of five months from initial concept to final development? Honoring strict limits on a utilitarian color line has certainly helped. The company devotes a great deal of resources to research and development, and the new LonFoam pattern represents an evolution from the LonCoin Flecks series it introduced last year. As a chair holder in the Color Marketing Group (CMG), McGuire created a palette of some 20 colors for LonFoam, drawing on instinct and color forecasts from CMG workshops as a guide. From these initial lab samples, Lonseal sought comments from major commercial design firms.

"The key to successful market research with these designers is not necessarily what colors and patterns they like best, but which of these would they actually specify and for what purpose," says McGuire. "You'd be surprised how often the response varies between these two questions." LonFoam is very liberal about custom work, making any color that a customer wants beyond its color line of Starlight Blue, Cappuccino Beige, Skyscraper Grey, Window Pane Grey and City Lights Black for only an 800-sq. yard minimum with no up-charge.

Probably the most common question McGuire is hearing from specifiers in response to LonFoam is why the product was not available sooner. What's in store for Lonseal for 1997? Quite a lot, according to McGuire, including at least 12 new products that are currently in development. Of course, even if specifiers had to wait more than a year, they'd have LonFoam to make the time pass a lot more comfortably underfoot.

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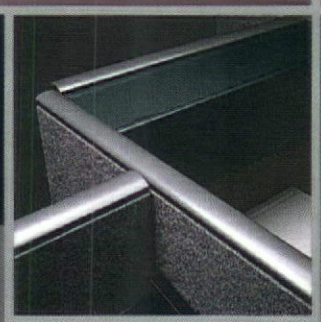
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Book Before You Leap

With financial institutions restricting hotel development, occupancy rates keep rising–along with profits and hopes for new construction



Scala's restaurant (above), designed by Backen Arrigoni & Ross, is one reason for the powerful revival of the Sir Francis Drake Hotel off San Francisco's Union Square. By rescuing the Old World charms of the original 1928 interior and adding contemporary features, the Kimpton Group has restored a much loved institution to physical splendor–and solid profitablity. Photograph by Douglas Dun.

Travelers so unfortunate as to try to book hotel rooms in the middle of the week may find little if any vacancy in such cities as Miami, Philadelphia, Phoenix, Dallas, Denver or Orlando—and scarcely better prospects in New York, Atlanta, San Diego or San Francisco. It's no wonder that hotel owners have been making more money each year since 1993. They've earned it—by cutting staff and other overhead costs, renegotiating management contracts to give operators incentives to raise profitablity and eliminating money-losing activities such as food and beverage service. They've also taken advantage of the surge in business and leisure travel that has allowed the relatively static number of rooms to fill up and the attending room rates to rise accordingly. Since the Gulf War and the recession of 1990-1991, U.S. hotel occupancy has increased from 61% of total inventory in 1991 to an estimated 66% in 1996, pushing up average daily room rates by a healthy 20%, according to Smith Travel Research and Coopers & Lybrand.

Hoteliers didn't arrive at this state of bliss without paying dearly in the preceding years, as architects and interior designers serving the hospitality sector know all too well. Gains in hotel values of 24% over a five-year period and 39% over a 10-year period have been made possible only by heavy write-downs of market capitalization in everything from budget, economy and limited service segments to full service and luxury operations. Vulture fund investors and other real estate opportunists so voraciously attacked failing properties in the late '80s and early '90s that when the wheeling and dealing were over, control of many of the nation's hotels was concentrated in relatively few hands. Namely, those of large, well capitalized hotel companies, real estate investment trusts (REITs), pension funds and investment funds.

If the passing of the small, private investor groups who bid up hotels in the real estate boom of the '80s is a signal for more rational and therefore less frequent or dramatic transactions, architects and interior designers should find the change welcome, nevertheless. Not only may hotels benefit from the deep pockets and long-term mentality of today's publicly traded companies and financial institutions, they are more responsive to day-by-day operating results and other market fundamentals. Which is to say that new hotels will be built only when and where hotel markets are actually ready to absorb them. In the opinion of *Emerging Trends in Real Estate: 1997, Adapting to the 21st Century*, a report just issued by Equitable Real Estate Investment Management, Inc. and Real Estate Research Corporation, new full service hotels are not likely to break ground until 1998, even as a modest amount of new construction goes on in lower-priced segments of the industry.

For now, a vigorous hotel boom overseas and modest full-service hotel remodeling, Sunbelt country club construction and seemingly inexhaustible casino hotel development at home are keeping designers busy. Whatever happens in the coming years, the hospitality industry is focused on giving business people and leisure travelers exactly what they want, no more or less. As the following hotel projects in the United States and Japan illustrate, guests can still expect a pleasurable stay in the 1990s—once they manage to book their rooms.



Fishing for Ayu

Residents of Gifu, Japan are captivated by the Renaissance Hotel, designed by Hirsch/Bedner to welcome visitors to a town where fishing is strictly for the birds

By Roger Yee



Floating down the Nagaragawa: The lobby of the Renaissance Hotel evokes the tranquil mood that Japanese tourists seek in Gifu from May to October, when fishermen and trained cormorants set out in bonfire-lighted boats at night to catch *ayu*. The hotel is patronized by business and vacation guests who appreciate such details as the boat-shaped chandeliers, indoor pools, sculpted cormorants and contemporary furnishings, which lend a touch of class to life in this small town outside of Nagoya, Japan's third largest city.



Mention the town of Gifu to Japanese young and old and eyes glaze as they conjure 200 years of fishermen using trained cormorants to catch flavorful fish called *ayu* on the Nagaragawa River from May to October. To make the scene more romantic, remind them that *ukai* or cormorant fishing takes place in Gifu at night by the light of small fires in iron baskets suspended from the fishing boats, and that the fisherman are only too happy to grill the catch right in the boats (*ayu* is also served raw as *sashimi*) for the pleasure of their guests, who amply fortify themselves beforehand with *sake*. By the time you point out that Gifu is only 20 minutes by train from Nagoya, Japan's third largest city, they may already be en route to accommodations in the new Renaissance Hotel, designed by Nikken Sekkei and Hirsch/Bedner Associates.

Like the water of the Nagaragawa, the pace of life flows gently in Gifu, which can be viewed as a center of garment, parasol and lantern manufacturing and a bedroom community for Nagoya once the tourists go home at summer's end. This doesn't prevent the top hoteliers in town, Nagoya-based Meitetsu and Osaka-based Kintetsu, both divisions of transportation, retail and hospitality giants bearing the same names, from competing vigorously for business and vacation customers. However, the hoteliers took a different and decidedly more cooperative approach in creating the new hotel, which is situated at a strategic point on the Nagaragawa downstream from their respective hotels in the center of Gifu.

How do you head off potential rivals at this strategic location with a single hotel that does no injury to either party? Negotiating market share is a time-honored if not always commonplace Japanese custom. Accordingly, Meitetsu and Kintetsu formed a joint-venture to develop the property, commissioned Tokyo- and Osaka-based Nikken Sekkei to be their architect and Santa Monica, Calif.-based Hirsch/Bedner to be their interior designer, and invited Hong Kong-based Renaissance Hotels to act as their operator. Equity would be shared by the two Japanese hoteliers, with Renaissance acting solely as an outside manager.

A program was drawn up by the project team based on the potential for three revenue-generating operations, namely some 200 guest rooms accommodating business and vacation guests, food and beverage services in a variety of venues catering to both visiting and local diners, and wedding facilities serving the needs of local families, who have succumbed much as their counterparts elsewhere in Japan to increasingly elaborate celebrations. The goal set for the design was to flatter local sensibilities with basic facilities exhibiting just the right degree of flair. "Gifu is not a sophisticated metropolis," notes David Weisberg, a director of Hirsch/Bedner, "but we knew its residents would appreciate any touches of big-city glamor that we could incorporate."

Hirsch/Bedner has given customers numerous occasions to discover the hotel's charms within the bounds of its modest ambition and budget. Overnight guests, for example, would quickly discover that the double twin and king-sized bedrooms are more generous in proportion than is the norm in Japan. There would be a variety of experiences to enjoy food and beverage in the hotel's elegant, 70-seat tea lounge, jewel-like, 34-seat Chinese restaurant—hotel restaurants are accorded much prestige in Japan—an upscale, modern Italian-style, 90-seat coffee shop and a cool, minimal, 78-seat sky bar and entertainment lounge on the top floor. (Weisberg describes the *karaoke* bar, which enjoys uninterrupted views through a ribbon of glass of the river, the town and venerable Gifu Castle, a seven-century-old structure atop Kinkazan or Golden Flower Mountain, as

being "smart without the intimidation.") As for the banquet rooms, which were a collaborative effort between Hirsch/Bedner and the interior design department of Nikken Sekkei, their flexibility of size and ease of use would let families readily tailor the hotel's space to their personal needs.

Managing the project team called for artistry of another kind. Although Meitetsu, Kintetsu, Renaissance and Hirsch/Bedner nominally shared control of the development process, the overall direction was clearly in the hands of the equity partners, who felt obliged to counter each other's proposals with contradictory alternatives as a means of staking out bargaining positions. Renaissance, the official employer of Mr. Nakashima, the hotel's general manager, only ventured opinions when asked.

Despite the inevitable tensions, Weisberg happily points out, "All of us were surprised at how good the results were." He indicates that the department store arms of the two partners took considerable care in purchasing by the spirit—if not always the letter—of the specifications drafted by Hirsch/Bedner. As a result, the public areas furnished by Meitetsu and the guest rooms fitted out by Kintetsu come very close to mirroring the interior design firm's vision for the facility.

Has the Renaissance Hotel become part of the centuries old ways of Gifu? "Occupancy could be higher after the summer festival season," Weisberg concedes. "Visitors prefer to stay downtown in the winter months, as we all anticipated." On the other hand, there has been an outpouring of public approval for the interior design. "People praise the finishes, workmanship and ambiance," he reports. "They love the weddings, and their patronage of the food and beverage services has been really great."

Even one of the more far-fetched notions to staff the bar with young blonde cocktail waitresses from Australia has succeeded. "The GM (general manager) insisted the bar would be a big hit with them," Weisberg explains, "and so it is." Who knows? Maybe something magical really happens for the people of Gifu when they hear the usual *konnichiwa* (hello) spoken by the Aussies at the Renaissance Hotel.

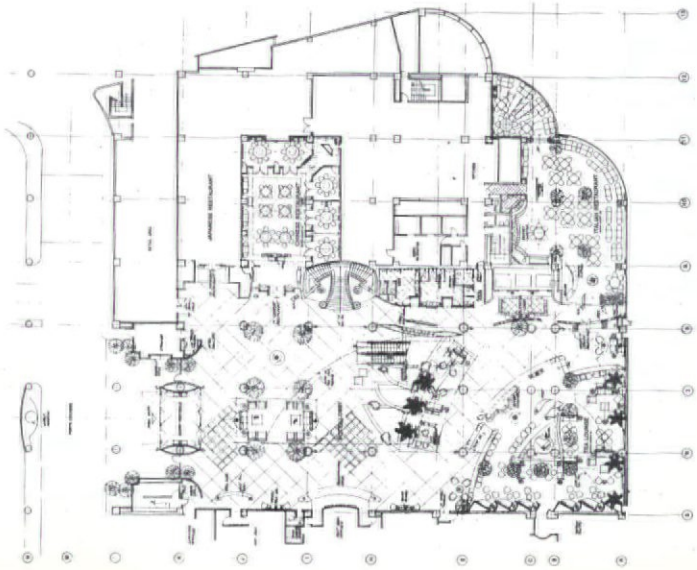
Hey mates, come say konnichiwa!

Project Summary: Renaissance Hotel

Location: Gifu, Japan. **No. of guest rooms:** 192. **No. of floors:** 11. **Principal furnishings for public areas:** Meitetsu Department Store. **Principal furnishings for guest rooms:** Kintetsu Department Store. **Client:** Meitetsu and Kintetsu. **Architect:** Nikken Sekkei. **Interior designer:** Hirsch/Bedner Assoc., David Weisberg, project director; Joe Rivera, project designer; Shahram Vaziri, project decorator; Jojo Davies, job captain; Jun Castro, production. **Structural, mechanical, electrical engineer:** Nikken Sekkei. **General contractor:** joint venture of Dai Nippon Construction, Takenaka Comuten and Yahagi Construction. **Construction manager:** Mitsuo Hayashi. **Lighting designer:** Jeff Miller, Yamagiwa. **Photographer:** Jaime Ardilles-Arce.







In search of Gifu Castle: Gifu's seven-century-old Castle, last rebuilt in 1956 as the consequence of numerous fires, can be seen atop Kinkazan or Golden Flower Mountain from the bar (opposite) on the roof of the Renaissance Hotel. The interior is ever so gently Minimal to give customers a touch of cutting-edge design. Other environments, such as the tea lounge off the main lobby (above, left) and a guest suite (above, right), are designed more in keeping with Japanese popular taste. Most furnishings are Japanese.



The Roaring Twenties roar again: Originally designed by the architecture firm of Weeks & Day in 1928 with a European Renaissance flare, the Sir Francis Drake Hotel is highlighted by a grand marble staircase and gold-leafed ceilings in its main lobby (left). The Kimpton Hotel & Restaurant Group has revived its grandeur with interior designer Michael Moore and Backen Arrigoni & Ross, which designed the accompanying Scala's restaurant (opposite), which features a restored and opulent ceiling.

Almost Lost Treasures

The renovation of the Sir Francis Drake Hotel—with an accenting restaurant by Backen Arrigoni & Ross—reunites San Francisco with a richly ornamented and memory-laden world hidden for decades

By Linda Burnett

The Sir Francis Drake Hotel in San Francisco seeps of history from a far away past as well as from modern times. During World War II, its rooms were occupied by U.S. military personnel. Its Starlight Room, sentimentally compared to New York's Rainbow Room, became the scene of many tearful farewells from family members sad to see the men go, and was also the place for their reunions. Named after the English explorer who narrowly missed discovering San Francisco Bay in 1579, the building was originally designed by the now defunct architecture firm of Weeks & Day in 1928 with a European Renaissance flare, highlighted by a grand marble staircase and gold-leafed ceilings. Much of this splendor was gradually covered up as the Drake went through many owners and managers until the late 1980s, when the hotel experienced such financial trouble it was foreclosed by Bank of America. The Kimpton Hotel & Restaurant Group, which acquired the hotel in 1994, saw to it that this little piece of history wasn't going to be shut away in the textbooks. With the help of interior designer Michael Moore and Backen Arrigoni & Ross, which designed the accompanying but independently run Scala's restaurant, the Drake's grandeur has been brought up to 1990s standards.

"We weren't just interested in increasing occupancy," says Tom Pucci, director of marketing for the Drake. "In our business, it's about the increase in revenue. Anyone can bring in more people by lowering the rates. But the objective is to increase the rates and at the same time increase occupancy."

Indeed, the Drake's occupancy not only has increased by 12% but revenue has leaped a dramatic 25%. "Part of the idea behind the renovation was to increase the value of the rooms in order to command a higher rate," Pucci adds. With current rates from $149 to $229 as opposed to previous rates between $119 and $179, this hotel, which serves primarily business customers, with leisure travelers representing 35-40% of the guest population, has surely succeeded in satisfying its financial goals and target customers.

Renovation has had other benefits, to be sure. Not only can the Drake command higher rates, it also attracts a more substantial clientele both in terms of domestic and international tourists and business people and conventioneers. In fact, the Drake is hosting a group from Nike at the time of this writing, and will soon see the likes of Levi Strauss and The Gap.

Clearly, the foundation of Kimpton's strategy to rescue the Drake has been its location at the corner of Powell Street and Sutter Street in downtown San Francisco—a valued asset to tourists and business travelers alike. Situated just off Union Square as the Drake is, surrounded by stores such as Gucci and Tiffany, and fortunate to have the famous cable car stopping right in front of its doors, it's no wonder the new owner wanted to resuscitate it.

Time was of the essense, however. Bringing the Drake back to its lucrative life had to happen in a matter of months after Kimpton took possession. The 417 guest rooms were refurbished quickly but effectively by Michael Moore with a simple paint job, new carpeting, new bedspreads and new curtains—and a general spiffying up of the rooms to make them deserving enough of











higher prices. Included in the upscaling were some 5,000 sq. ft. of banquet and meeting room space.

But the real story of the Drake's rebirth can be found in the other attractions upstairs and downstairs, one being right on its rooftop: the Starlight Room, now named Harry Denton's Starlight Room. The change has been dramatic, according to David Sussman, vice president of development and design for the Kimpton Group, who describes the former Starlight in the '80s as seedy and run-down. "Today, it's the spot to go among 40- to 50-year-old singles," Sussman says. "There's a $10 entrance fee, if you can get in." He credits much of the allure to attaching the name Harry Denton, a celebrity bartender with a following, to the marquee.

Another major attraction to the hotel is Scala's, situated on the ground floor in full view of a cable car stop serving the Powell-Mason and Powell-Hyde lines. The design of the restaurant by Backen Arrigoni & Ross (BA&R) is an enlightened example of modern urban archeology, taking full advantage of the detailed and significant architecture from the 1920s that lay concealed within the space. When the architects discovered that such ornamental elements as the intricate ceiling, which was hidden by a dropped ceiling and plastered over sometime during its former life, were still largely intact, they moved quickly to restore them to their former glory.

Of course, elements that had been severely damaged or lost had to be reconstructed from scratch. Wherever the effort was considered worthwhile, BA&R directed artisans to copy existing originals. Some plaster capitals on the columns, for example, were restored while a few were newly added.

"There was so much character in the ceiling," says Hans Baldauf, senior designer and project architect at BA&R. "We worked on bringing that character down into the space. We also matched the back of the interior, where a new ceiling was installed, with the old."

Inspired by a mixture of French bistro and the smokey patina found in so many old San Francisco interiors, Scala's was once a coffee shop and two stores and then a tavern before the space was acquired by the new owner. Now, Scala's is somewhat of a theater unto itself. "When you pass on the cable car you look right into the restaurant," Baldauf explains. "We thought about the connection

New and upscaled accommodations—plus a doorman who tackles thieves

between inside and outside." The restaurant would also benefit from the energy garnered by arrivals to the hotel and the hustle and bustle outside of the hotel to attract customers.

One unusual aspect of the relationship between the restaurant and the hotel is their independence. Although the restaurant is owned and operated by Kimpton, it is managed separately, with barely a negligible link to the hotel. Yet the restaurant and the hotel give and take a lot from one another, mostly in terms of customers, but also in atmosphere and general activity.

"This is the secret to our success in establishing a restaurant within a hotel," admits Sussman. "We purposely manage it and regard it as if it were not associated with the hotel. The idea is to make it popular with the local crowd rather than cater to the hotel guest. If it's one of the best restaurants in the city, a guest will naturally want to go there."

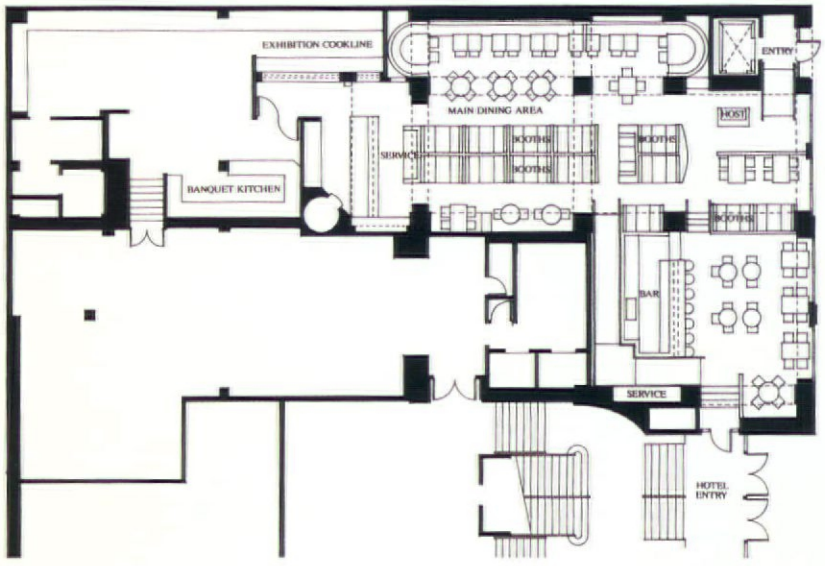
What Kimpton and the Drake mean to tell their customers is that they don't have a food and beverage department. Though they are in the hotel business and the restaurant business, one is not simply inside the other. Fortunately, even the most near-sighted guest can't help sensing the difference. The Drake is the one with the doorman, Tom Sweeney, who became a celebrity himself in the '80s when he tackled two thieves running off with luggage. The Drake promises guests top service, doorman included, and it delivers to this day.

Project Summary: Scala's Bistro at the Sir Francis Drake Hotel

Location: San Francisco, CA. **Total floor area:** 3,400 sq. ft. **No. of floors:** 1. **Total guest capacity:** 160. **Wallcovering:** custom finish. **Ceramic tile flooring:** Buddy Rhodes Studio. **Lighting:** Frank Neidhart, Boyd Lighting. **Frames and mirrors:** The Painter's Place. **Railings, screens, grillwork:** Forging a Future. **Kitchen fixtures and hardware:** Commercial Kitchen Design. **Client:** The Kimpton Group. **Architect:** Backen Arrigoni Ross, Howard Backen, principal in charge; Ken Jung, project manager; Hans Baldauf, project architect. **Commissioned artwork:** Evans & Brown. **Mechanical engineer:** T.A. Gilbertson Assoc. **General contractor:** Bovone Construction. **Photographer:** Douglas Dun.



Hidden treasures: Time was of the essense in bringing the Drake back to life. Fortunately, much of the interior was in serviceable shape, including the mezzanine (opposite, top left) and the meeting rooms (opposite, top right). Each of the 417 guest rooms (opposite, bottom left) was refurbished with a simple paint job, new carpeting, new bedspreads, new curtains and a general spiffying up. Scala's, however, is a new interior built on old motifs, as can be seen at the bar (opposite, bottom right) and the main dining room (above) that faces Powell Street.





Come home to Naples: You can't get much closer to Naples, Italy than a visit to Naples Ristorante e Pizzeria in midtown Manhattan, designed by Frederick Brush Design Associates for Restaurant Associates. As shown in views of the fully visible pizza work table and three wood-burning pizza ovens (left) and the main dining room looking towards the take-out area (opposite), Brush visited the city to capture its balance of tradition and modernity with timely recipes, arched vaults and handcrafted furnishings.

Just Like Mama's

You haven't tasted the pizza that Neapolitans eat until you've dined at Manhattan's Naples Ristorante, designed by Frederick Brush Design Associates

By Roger Yee

That classic slice of "extra cheese" topped Neapolitan-style pizza that a typical American has for lunch or dinner would draw a curious stare from a typical resident of Naples, Italy—where Neapolitan pizza is much lighter than its American cousin and is eaten as a snack. "The American version of pizza is a heavy tomato-sauce-and-cheese-laden pie baked on a thick crust," notes Nick Valenti, president and CEO of Restaurant Associates, a leading restaurateur operating in New York, Washington, D.C., Philadelphia and Los Angeles. Commenting on the pizza in his new Naples Ristorante e Pizzeria, designed by Frederick Brush Design Associates and located in midtown Manhattan's MetLife Building, Valenti says, "Our pizza is light, fragrant and tasty—the pizza served today in the city of Naples."

Valenti ought to know, having traveled numerous times to Naples with Fred Brush, principal of Frederick Brush Design Associates, to bring the authentic taste of the restaurant's namesake cuisine to New York. "The food is wonderful in Naples," Valenti continues, "and the architecture, finishes, lighting and furniture in the restaurants relate to each other in a distinctive way. Fred and I took copious notes about all the details. What we've created in New York is a romanticized pizza parlor that evokes the memorable places we visited in Naples."

Capturing the flavor of faraway places is a hallmark of Restaurant Associates that was visible in the MetLife Building long before Naples opened this year. As the original operator of food services in the voluminous (2.4 million-sq. ft.) office building formerly called the Pan Am Building, designed by Walter Gropius, Pietro Belluschi and The Architects Collaborative, the company was the obvious choice to provide food services when the property changed hands from Pan American Airways to Metropolitan Life Insurance. "We drew up a master plan for MetLife about seven years ago," Valenti recalls. "It called for four full-service restaurants, two with take-out, plus a take-out express service to be important amenities to the neighborhood as well as the building. There would be something for everyone."

Nearly everyone, anyway. Over the years, Restaurant Associates has opened Cucina & Co. and Cucina Express, a Mediterranean-themed cafe and take-out charging an average check of $8-10 per person, Cafe Centro, a Parisian brasserie charging $29-32, and Tropica Bar & Seafood House, an eclectic seafood restaurant charging $38-40, as part of the renovation and upscale repositioning of public areas in the MetLife Building. Each of the restaurants was designed by Brush (with Roberto Magris at Cucina) on a singular theme to distinguish it from the countless other food services serving midtown Manhattan around Grand Central Station, the major commuter railroad terminal linking New York's Westchester County and Connecticut's Fairfield County with New York. The MetLife Building is physically attached to Grand Central Station through its public areas, which gives it unequalled exposure to the streams of pedestrian traffic coursing through the area. (See the story of Cafe Centro, "Grand Centro," in Contract Design, July 1995.) The prize: a vast office population working in such blue-chip addresses as the United Nations, Park Avenue, the Chrysler Building and Rockefeller Center.

In this segmented and competitive market, Naples would fill a gap between Cucina & Co. and Cafe Centro by offering a menu with an average check of $20-22 per person in its main dining room, wine bar and take-out area plus something more provocative: an authentic slice of contemporary culture from Naples. The wayward path of Neapolitan-style cooking as highlighted by pizza is not unlike the experience of every other ethnic group in America that has severed its roots.





Is pasta the basis of a successful life? Such is the saying by actress Sophia Loren as quoted above the Naples bar (above). The bar seats 70 diners in a lively setting that sees scores of office workers in their twenties and thirties after-hours sharing *piccoli piatti*, small dishes similar to the *tapas* of Spain. New Yorkers can also take contemporary Neapolitan cuisine home from the take-out kitchen (opposite), where light, fragrant and tasty pizza as well as numerous examples of cucina marinara are available. *Buon appetito!*

By inviting New Yorkers to the table, Valenti and Brush are simply taking advantage of their travels to leapfrog a century of acculturation and present Naples as it is now.

Every effort has certainly been made to capture the taste of Naples. Not only has Restaurant Associates brought *pizzaiole*, pizza chefs from Naples, to train their counterparts in New York, it has also equipped them with three wood-burning pizza ovens (named for the volcanoes Etna, Stromboli and Vesuvio) that bake pizza in just over two minutes at 900°, flour, tomatoes and olive oil from Italy, buffalo milk-based cheese and domestic water that matches Neapolitan water in hardness (mineral content). Similarly, the company has rounded out the menu with such authentic fare as *pagnottelle*, twice-baked sandwiches made from pizza dough, some 30 *piccoli piatti*, small dishes similar to the *tapas* of Spain, and such classic entrees as *calamari fritti con salsa piccante*, fried squid in spicy tomato sauce, and *scaloppe di vitello alla parmigiana*, breaded veal scaloppini topped with cheese and tomato sauce.

Had Valenti and Brush been less zealous about authenticity, the interior of Naples would still have represented a healthy exercise in escapism. Restaurant Associates consistently uses interior design to give brand name identity to each of its food services. Good marketing and good psychology? Absolutely. "People lead busy lives," Valenti notes. "When they come to our restaurants at the MetLife Building, they want to feel as if they are anywhere but in midtown Manhattan."

But Brush shares Valenti's passion for getting the details right, so "his" Naples pays tribute to Naples as one of the jewels of southern Italy much as Cafe Centro honors Paris as France's City of Light. "We knew from the start that Naples would be combining old and new," Brush recalls. "Neapolitans love their past but are quick to grab onto whatever will give them an advantage tomorrow. We saw this in the dozens of restaurants we studied."

Still, Naples is anything but an appropriation of an existing space, a practice Brush avoids at all cost. ("I don't like being obvious about my sources," he declares.) The designer has turned a large, generic space characterized by nothing more than regularly spaced columns under a high, flat ceiling into an airy pavilion of tiled walls, a remodeled terrazzo floor, a showcase pizza kitchen (this is still a pizzeria, after all) with its three ovens, a wine bar, a *piccoli piatti* preparation and display counter, a take-out area and banquettes, tables, chairs and other dining room furniture, fixtures and equipment in wood, metal and glass below gracefully arching ceiling vaults. Almost everything customers see appears both familiar and exotic at the same time because it has been custom designed by Brush, whose talent runs to fabricating the furnishings himself with a corps of trusted crafts people.

A palpable tension runs through Naples due to the contrast between the softly uplighted vaulting of tile and dry wall, which Brush has colored white as a unifying device, and the crisp forms and brightly hued surfaces of the furnishings—particularly the metal and glass sconces—that Brush uses to give the interior a unique look. Few stage props are present beyond some antique furniture and a few travel posters from the '30s and '40s, owing to the strong character of the furnishings. To quote Brush, "When your philosophy is 'Anything you can buy, don't,' you seldom need a lot of 'stuff.'"

Will Italian recipes and ingredients guarantee authentic pizza in America?

Are jaded New Yorkers taking to the "pizza parlor chic" of Naples? According to John Harding, vice president and director of marketing and advertising for Restaurant Associates, Naples is appealing strongly to office workers in their twenties and thirties

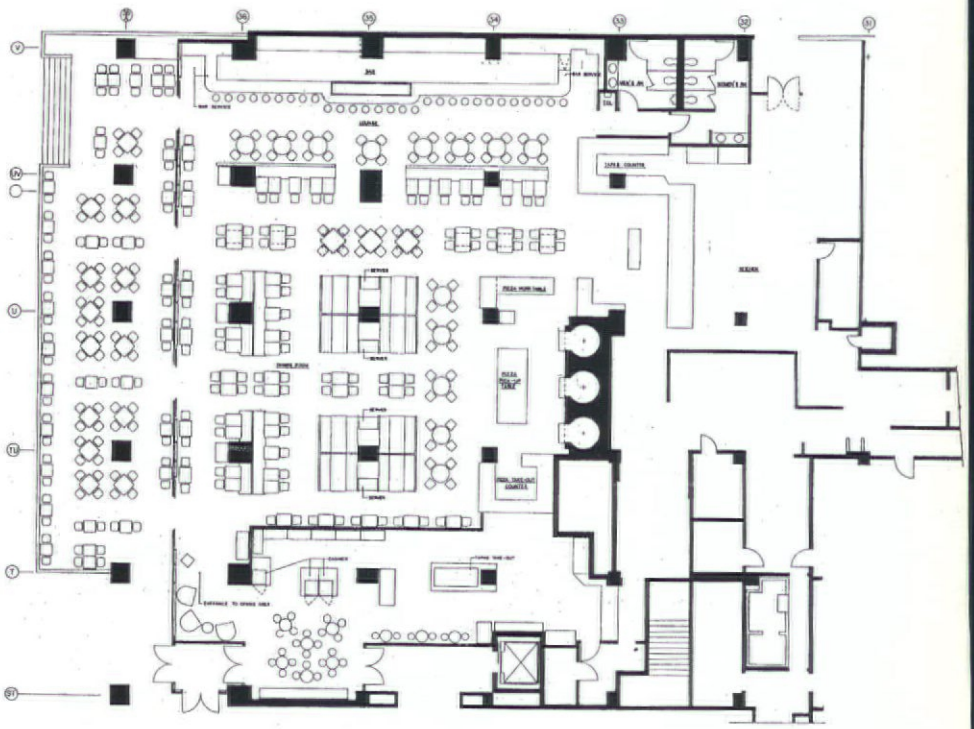
who come in groups of four to six for lunch or afterhours socializing. "Our lunch business from Monday to Friday is tremendous," he reports. "Though our dinner business should be healthy over the long term, we're currently seeing young people coming and going from 6:00 to 7:00 p.m., cramming themselves into our banquettes and ordering our *piccoli piatti* to share. It's great fun—like a non-stop party."

All this plus "authentic Neopolitan pizza" such as *Quattro Stagioni* (four seasons) with tomatoes, mozzarella, Italian cooked ham, eggplant and mushrooms? Of course New Yorkers are heading to Naples faster than you can say *andiamo!*



Project Summary: Naples Ristorante e Pizzeria

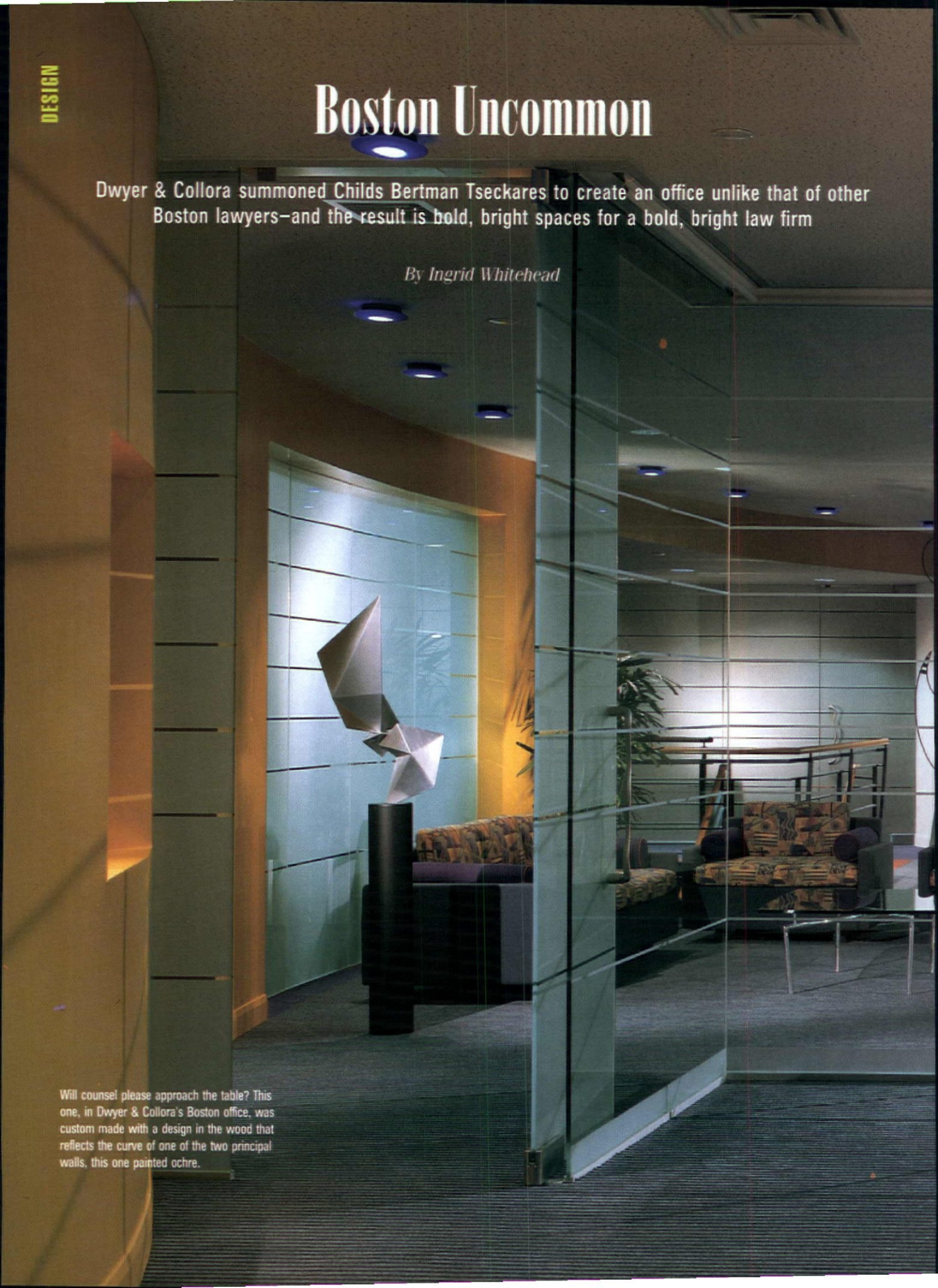
Location: New York. **Total indoor and outdoor floor area:** 11,000 sq. ft. **No. of floors:** 1. **Total guest capacity:** 275 (indoor), 112 (outdoor). **Cost/sq. ft.:** $300. **Paint:** Sherwin Williams. **Ceramic tile:** Nemotile, Riccardo Barthel. **Terrazzo with epoxy matrix flooring:** Tec Manufacturing. **Carpet:** Aston Mills. **Lighting:** design by Frederick Brush Design Assoc., made by TKE, inserts by Craig Corona. **Front door:** design by Frederick Brush Design Assoc., made by TKE. **Other doors:** Stanley. **Window frames, window treatments, railings:** design by Frederick Brush Design Assoc., made by TKE. **Dining chairs:** ISA. **Banquette seating:** design by Frederick Brush Design Assoc., made by Chairmasters, cushions by Lanera. **Upholstery:** Schumacher, Scalamandre. **Other occasional furniture:** David Edward. **Dining tables, cocktail tables, bar:** design by Frederick Brush Design Assoc., made by Superior Architectural. **Architectural woodworking and cabinetmaking:** Superior Architectural. **Signage:** Signlite (indoor), Dean Alexander (logo). **Guest plumbing fixtures:** American Standard. **Cooking range:** Montague. **Refrigerator/freezer and other kitchen equipment:** Walkins, Kopak, Reachins, Traulsen, Dunhill. **Client:** Restaurant Assoc. **Interior designer:** Frederick Brush Design Assoc., Frederick Brush, principal in charge and project designer; Kevin Ligos, project manager; Ben Chanholm, Kevin Ligos, draftsmen; Barbara Vasquez, Stacey Klein, Rosemary Reilly, purchasing; Dean Alexander, graphics. **Design consultant:** Roberto Magris. **Structural engineer:** Construction by Design. **Mechanical and electrical engineer:** Robins Engineering. **General contractor:** Construction by Design. **Construction manager:** Ray Chmiel. **Restaurant supply contractor:** Braun Equipment Corp. **Lighting designer:** Frederick Brush Design Assoc. **Acoustician:** U.S. Communications. **Furniture dealer:** ISA, Chairmasters, David Edward. **Photographers:** Tim Lee, Lou Banna, David Brush (details), Ben Chanholm (details).



Boston Uncommon

Dwyer & Collora summoned Childs Bertman Tseckares to create an office unlike that of other Boston lawyers–and the result is bold, bright spaces for a bold, bright law firm

By Ingrid Whitehead



Will counsel please approach the table? This one, in Dwyer & Collora's Boston office, was custom made with a design in the wood that reflects the curve of one of the two principal walls, this one painted ochre.







Which of the following items is not like the others: white collar criminal defense, employment litigation, war rooms or brightly-colored, open space? It's not hard to tell. For the law firm of Dwyer & Collora, however, they all work in harmony to create a unique office where 20 lawyers and their staff litigate in Boston. The 16-year-old firm needed to double its space of 10,000 sq. ft., so partners Tom Dwyer and Cathy Weinman sought an architect who could give them an office unlike any other they had ever seen.

Intrigued by Childs Bertman Tseckares (CBT), who had renovated the historic Boston Bar Association headquarters, Dwyer and Weinman put the firm on the short list and gave it a chance to prove its stuff. Although the Boston Bar Association was nothing like the contemporary space Dwyer & Collora had in mind, CBT, which specializes in law firms, presented a plan that worked for Dwyer and Weinman. Scouting for sites together, designer and client found a building that seemed to fit the bill at 400 Atlantic Street. The landlord? The Federal Reserve Bank.

"We didn't realize what a great landlord we had until we were well into the project," reveals Weinman. "We had a turnkey deal with the building owner, who gave us tremendous supervision." Supervision and cooperation were necessary and present, but Janis Mones, a principal of CBT, admits that modern and striking as the building is, it had little to offer as far as wiring and cabling accessibility. But doesn't a respectable Boston law office just need some conference rooms and a big library?

Not in the 90s. With one CD ROM providing the reference material found in 30 books, the library is becoming more of a showplace and less of a mainstay in firms such as Dwyer & Collora. Also, aside from the Lexis on-line legal data service, there are plenty of similar services on the Web that provide attorneys with a quick, easy way to research. Still, the law library has its place at Dwyer & Collora.

"The library is still the heart of a law firm," notes Mones, "but it isn't something any firms are expanding. People still like to see the books, but any reference material can now be looked up on CD ROMs. Dwyer & Collora is a small firm, so its technological needs weren't as great as some of the larger firms we've designed. But it still needed computer accessibility everywhere."

"We basically just offered them a lot of places to plug in," explains Robert Michel, senior designer with CBT. "They didn't need video conferencing or a complicated sound system, but they needed PC access and a space that would shake up their clients a bit. Most firms want to be all things to all people. This firm is bolder."

The space speaks for itself—and the staff. To come up with a layout that would be the most effective, CBT interviewed everyone in the firm. "It was important to get input from everyone—paralegals, receptionists and messengers as well as attorneys," reports Weinman.

CBT kept the necessary things in mind: spacious conference rooms with pull-down projection screens and blinds, paralegals' proximity to the "war rooms" (where litigation firms keep all the evidence and information for major cases), of which they are considered the guardians, secretaries adjacent to the paralegals' work stations and lawyers' offices (custom designed for each attorney), and of course a fun room where everyone in the firm can get together socially for Friday afternoon get togethers and once-a-month birthday parties that have become *de rigeur* for the firm. From the "team model" to the aesthetic, CBT went forward on a contemporary scheme.

This is evident the moment you approach the building that houses the attorneys. Since CBT likes to integrate the interior spaces it designs with the exteriors that enclose them, it used paint and such ordinary materials as dry wall, glass, cherry veneer, granite and aluminum to complement the stainless steel

paneled structure at 400 Atlantic Street. As the facility has harbor views, it also incorporated two curved walls for a wave-like effect, with the lighting above encased in blue glass sleeves. One curved wall defines the public spaces such as the reception and conference areas, and the other defines the private offices—all with harbor and city views. The curve of the walls is reflected in the curves of the custom made tabletops.

Dwyer and Weinmann also gave CBT free rein to choose appropriate art for the office. Hoity toity foreign art? Nah. CBT kept it local.

"We had a lot of fun with the art," says Michel. "We believe strongly in supporting local artists and services. And this law firm gave us freedom to do that. A lot of times when you're pushing the envelope, people tend to get a little nervous. Cathy and Tom, although completely interested in the process and the design, didn't."

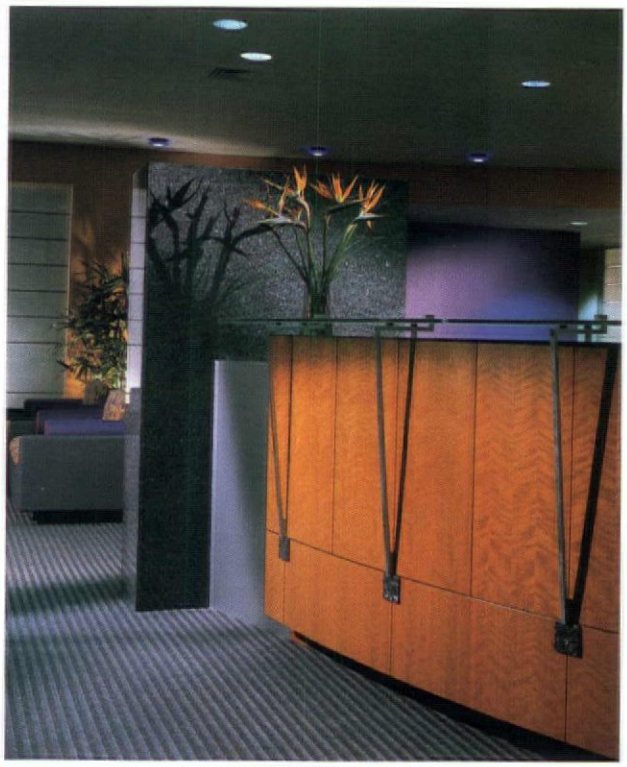
Can the lawyers of a litigration firm be anything but satisfied customers? "Basically," insists Dwyer, "CBT was able to listen to a bunch of lawyers and translate what they babbled into a great space. Everyone in the firm is happy with the space."

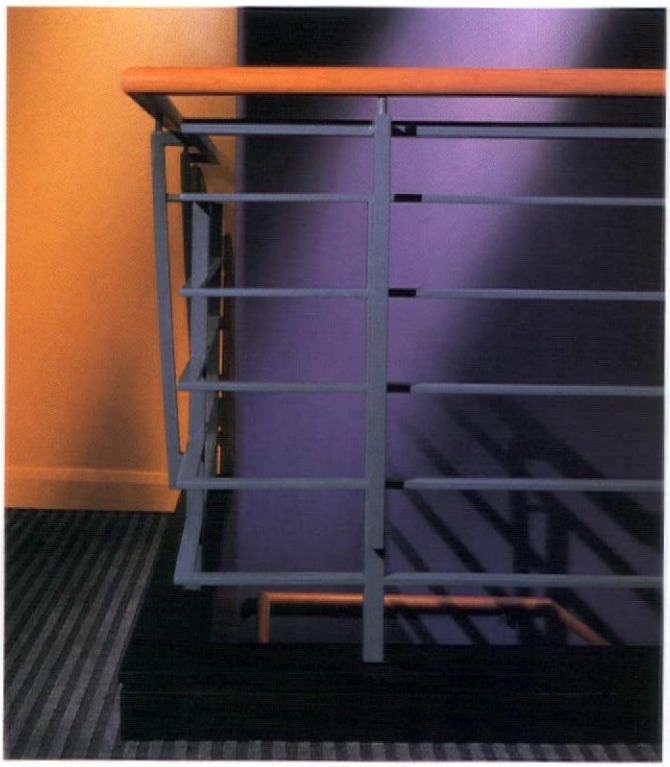
Besides, happy workers provide a showplace for CBT to plead and win more of its own cases—oops, projects. "We took a perspective client through the space just the other day," explains Michel, "We were glad to see that it looks exactly the same as when we first finished the project."

Needless to say, the jury wasn't out long. The evidence was good design. Now that perspective client is CBT's. You can tell that to the judge.

Project Summary: Dwyer & Collora

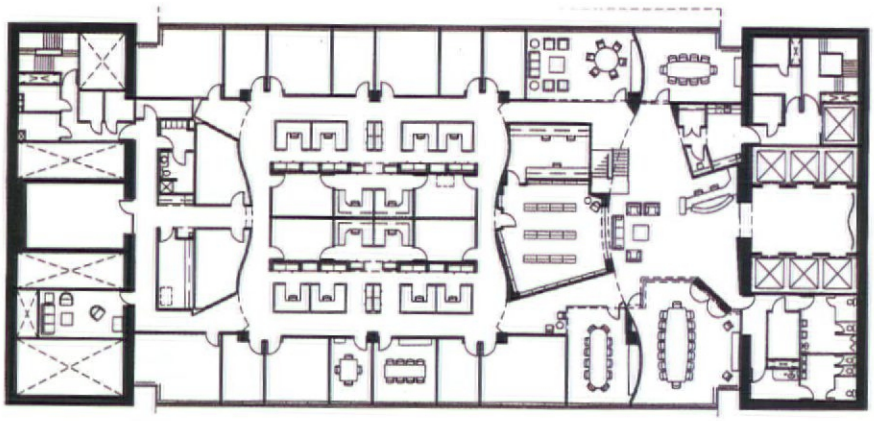
Location: Boston, MA. **Total floor area:** 22,000. **No. of floors:** 2. **Floor sizes:** 15,000 and 7,500. **Cost/sq. ft.:** $50. **Paint:** Benjamin Moore. **Laminate:** Nevamar, Abet. **Flooring:** All State Vinyl, Kentile. **Carpet/carpet tile:** Prince Street Tech. **Lighting:** Gammalux, Lightolier, Leucos, Itre. **Door hardware:** Forms & Surfaces. **Window frames/wall systems:** RACO. **Window treatment:** MechoShade. **Lounge seating:** Brayton. **Cafeteria, dining, auditorium seating:** Knoll. **Other seating:** Vecta, ICF, Mikalia. **Upholstery:** Unika Vaev, Architex, DesignTex. **Conference tables:** Dates Weiser. **Cafeteria, dining, training tables:** Johnson. **Client:** Dwyer & Collora. **Architect/interior designer:** CBT. **Structural engineer:** LeMessurier. **Mechanical and electrical engineer:** R.G. Vanderweil Engineers. **General contractor:** Midland Construction Co. **Lighting designer:** D. Schweppe. **Photographer:** Edward Jacoby.





An informal conference room like this one (opposite, top) provides a more peaceful setting for attorneys and their staff to consult. More formal spaces where cases are discussed and evidence kept are deemed war rooms, and paralegals work directly outside of these rooms (opposite, bottom), and are known as their guardians.

Striped carpeting provides a contrast to the curved walls in this modern law office. The carpet in the reception area (above, left) is eggplant and fire engine red, and complements the primary materials of cherry, granite, glass and stainless steel, as well as the puple and ochre walls (above, right).





House of the Rising Sun

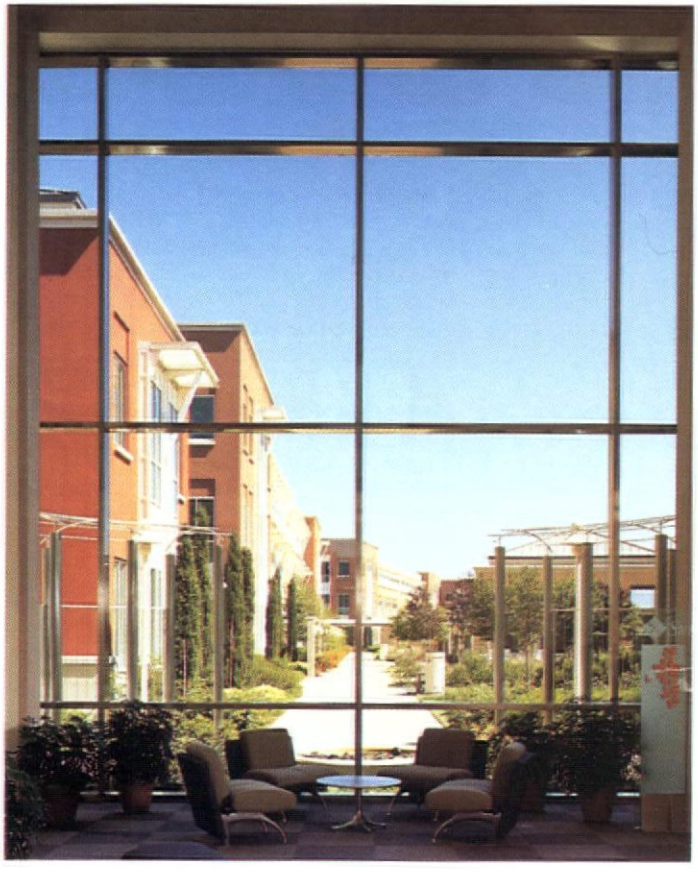
Computer giant Sun MicroSystems sets a Silicon Valley standard with its new R&D campus in Menlo Park, Calif., designed by Bottom/Duvivier and Backen Arrigoni & Ross

By Jennifer Thiele Busch

Sun Microsystems Inc. CEO Scott McNealy has passionately believed that network computing would replace the stand-alone PC in corporate America, and investors who bought into his company several years ago are now reaping their rewards. In just three years Sun's stock has more than tripled in price. McNealy vows that the organization, founded in 1982 and quickly nurtured into the $7 billion manufacturer of computer hardware and software that it is today, will continue to grow through such recent product introductions as Java Internet software, which challenges mighty MicroSoft's dominance in the PC market. Yet success can be fleeting in the volatile computer industry, so when Sun undertook construction of a one million-sq. ft. research and development campus in Menlo Park, Calif., it asked architect Backen Arrigoni & Ross (BA&R) and interior designer Bottom/Duvivier to design a facility that would bolster the creativity and productivity of some of the sharpest minds in Silicon Valley.

Expansion in the 1980s translated into personnel hiring and the need for more space in and around Sun's headquarters. "We had a lot of growth pressure that we needed to accommodate," observes Eric Richert, Sun's director of workplace effectiveness. "Our leased facilities became a scattering of relatively small buildings that had nothing to do with each other." Believing that employee interaction yields intellectual dividends and anxious to gain better control of its occupancy costs, Sun decided to consolidate engineering and product development employees under one roof.

The search for a parcel of land where Sun could build led to a 57-acre site in Menlo Park, ideally close to Stanford University and the University of California at Berkeley, both major sources of employees familiar with the Unix operating system, on which Sun's products are based. However, the site presented numerous challenges to BA&R. David Israel, a senior vice president at BA&R who acted as project designer and project manager for Sun, explains that the site's unsheltered location on a peninsula, bounded by an expressway, levees and sloughs, faced less than favorable climactic conditions—a potential problem because Sun wanted the outdoor spaces to be virtual extensions of the interiors. In addition, Sun's insistence on drawing up an exit strategy in case of downsizing, a commonplace fact of Silicon Valley life, helped influence the design of the campus.

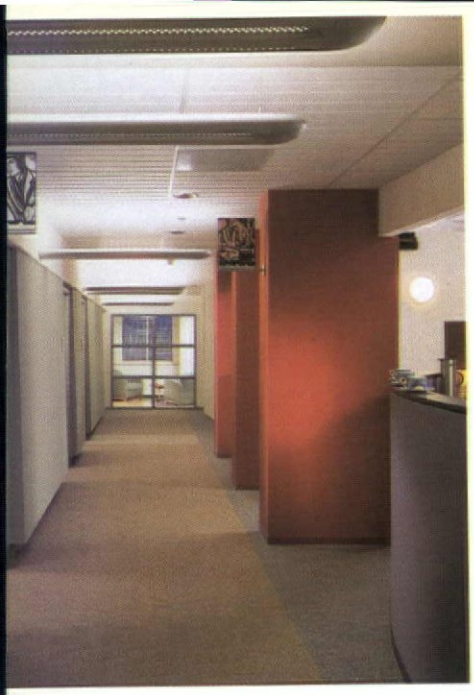


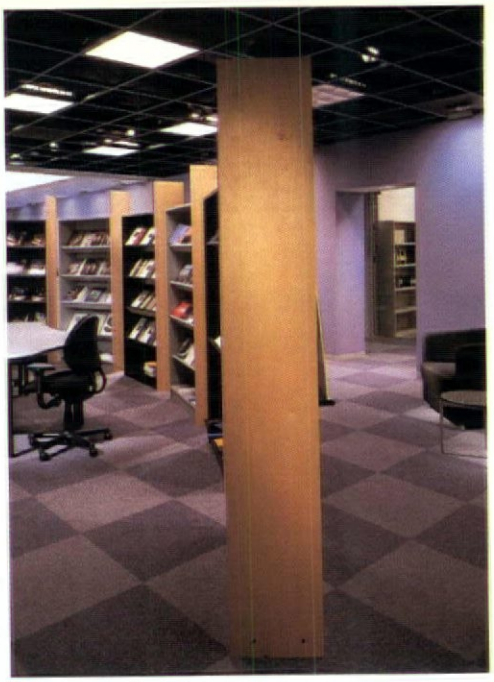
Sun Microsystems wanted to take advantage of the California climate, even on a site where prevailing wind conditions created architectural challenges. On the exterior, the eight buildings of the campus were massed to create a sheltered courtyard that is popular with employees. On the interior, the design flows seamlessly from inside to outside to take advantage of the sunny climate in places like the main entry lobby (opposite and left).

Eight two- and three-story buildings—four in Phase I, completed in 1994, and four in Phase II, completed in September 1996—now occupy the site. Their crescent-shaped configuration forms a long and narrow landscaped courtyard where Sun employees are likely to be found holding meetings on warm, sunny afternoons. In combination with specially designed wind screens, these buildings effectively block enough wind from the courtyard to make it comfortable for occupancy some 80% of the time.

The eight buildings are either H-shaped or L-shaped for flexibility. "The client was concerned that this facility meet its long-term financial goals," explains Israel. "We opted for a linear site plan so Sun can slice off the end of the campus if any buildings need to be leased or sold." The larger, L-shaped buildings can attract prospective buyers or tenants in search of conventional footprints, and the smaller, H-shaped buildings have central lobbies and separate wings that can support a single or multi-tenant occupancy.

Considering the size of the Sun R&D facility, Richert was determined to reject the image of the corporate megalopolis in favor of a more collegial, comfortable and collaborative environment. A great believer in the impact of the office environment on workplace productivity, he hired well-known consultant Michael Brill of BOSTI to recommend how the new facility could accommodate Sun's corporate culture and work practices.







Among the recommendations that the design team was asked to observe were the need for Sun employees to have a high degree of control over access to themselves, along with the contrary need for employees to interact more. "You can design an environment that does both," explains Richert. "You just need a richer variety of spaces and the proper disposition of private and public space."

"Sun's primary business issue was to improve collaboration among employees by providing them with more opportunities to bump into each other," says Israel. "The design was continuously assessed for how it might foster interaction." The massing of buildings on the site, though somewhat unconventional, has supported Sun's goal, according to Richert. And considering the fact that BA&R and Bottom/Duvivier never consulted on the project design until after Phase I shell construction was completed, the interiors have also turned out to be remarkably effective in supporting a proper balance between private work and teamwork. Moreover, spaces throughout the eight buildings seem to flow seamlessly from inside to out.

You must leave your "neighborhood" to make the Sun campus work

To balance private and public space, Sun's standing tradition of almost 100% private offices would be maintained, while interior elements would be configured to create formal and casual meeting spaces to support teamwork. "Our strategy in these buildings with huge floor plates was to divide and conquer so employees would not be affected by the size," says Mark Marcinik, project architect of Sun for Bottom/Duvivier. "We created various neighborhoods or quadrants within the buildings, each having enclosed offices along with shared utilities and conference spaces." Within each neighborhood, multidisciplinary staff is clustered together according to project need, rather than traditional departments.

Floor plans developed around interior "main streets" define neighborhoods and provide access to public spaces, variously known as forums, project rooms and sun rooms, throughout the eight buildings. "With all major public spaces located along that main circulation path, the design increases the possibility for people to meet and interact with one another," Marcinik explains. In fact, Bottom/Duvivier designed the overall facility to encourage interaction beyond normal circles. "Spaces throughout accommodate larger groups or activities," says John Duvivier, a principal at Bottom/Duvivier. "You must leave you own neighborhood to get coffee. You must leave your floor to go to a major meeting. And you must leave your building to go to the cafeteria."

Circulation paths used by everyone also help establish the perception of equality in the workplace. Typical of Silicon Valley, Sun Microsystems strives to eliminate any sense of hierarchy among its ranks. Three sizes of private offices—each featuring a wood door with a window to establish design consistency and reinforce equality—allow for some distinction between function, but some 80% are entirely uniform in dimension and technology for flexibility. "The work spaces are not highly customized so people can be just as productive regardless of where they are," says Richert. "The staff can move about, but the physical space does not change."

Move about is exactly what people do, according to a post occupancy study commissioned by Richert. Findings indicated that self-reported group and individual productivity at Sun Microsystems has increased by 7-10% since Phase I occupancy in 1994. The biggest contributor to that impressive result: increased communication among the staff.

Whether or not this translates into higher stock prices for McNealy, Richert is careful not to give all of the credit to the facility's design. "One insight we've had over the last several years," he says, "is that the physical workplace is an important ingredient to improving productivity, but it's not very effective alone. It must be integrated with a management and organizational structure to create a system that helps people work." Sun Microsystems is obviously an organization where the light has dawned.

Project Summary: Sun Microsystems R&D Campus

Location: Menlo Park, CA. **Total floor area:** 1,036,000 sq. ft. **Number of floors:** Eight two- and three-story buildings. **Average floor size:** 60,000 sq. ft. **Total staff size:** 3,500. **Wallcoverings:** Maharam, Deepa, Architex. **Paint:** Kelly Moore, Sherwin Williams, Fuller-O'Brien. **Laminate:** Nevamar, Pionite, Abet Laminati. **Flooring:** Forbo, Tarkett. **Carpet:** Bentley. **Carpet fiber:** DuPont. **Ceiling:** Armstrong, USG Interiors. **Lighting:** Peerless, Finelite, Lithonia, Louis Poulson, Lightolier. **Doors:** Weyerhauser, VTI. **Door hardware:** Schlage. **Window frames:** Raco, Architectural Aluminum. **Window treatments:** Levelor. **Work stations:** KI. **Workstation seating:** Steelcase. **Conference tables:** Vecta. **Architectural woodworking/cabinetmaking:** Cabinetics. **Signage:** custom. **Elevators:** Otis. **HVAC:** York. **Fire safety:** Thorn. **Security:** Integrated Security & Control Systems. **Building management system:** York. **Plumbing fixtures:** American Standard. **Client:** Sun Microsystems. **Architect:** Backen Arrigoni & Ross. **Interior architect:** Bottom/Duvivier. **Structural engineers:** RMJ Structural Engineers, Jack Todd, Alfa-tech. **Mechanical engineer:** ENCON. **Electrical engineer:** Jack Todd Inc. **General contractors:** Rudolph & Sletten, San Jose Construction. **Food facilities design:** Abrams & Tanaka Associates. **Acoustician:** Salter Associates. **Furniture dealer:** The McClafin Group. **Photographer:** Douglas Dun, Chas. McGrath.





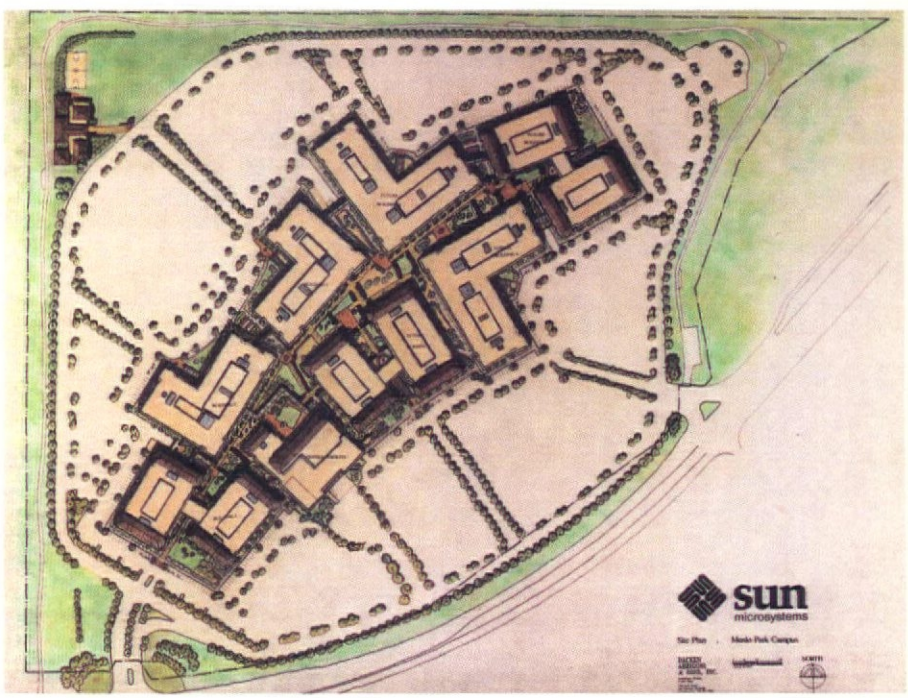




To satisfy a tight budget, the designers favored the prudent use of more costly materials like wood in high-profile areas only, and then carried the design theme throughout the rest of the facility as paint on walls. This corridor (opposite, left), reading room (opposite, middle) and meeting area (opposite, right) all feature colorful, lively accents reflective of Sun Microsystems relaxed and comfortable corporate atmosphere.

Sun Microsystems considered meeting spaces critical to encourage employees to interact. These accommodations, some formal but most informal, are seen everywhere: major public spaces with lounge seating for casual conversation (top, left), dedicated lounge areas with whiteboards (top, right), smaller lounge groupings amidst general work areas (above, left) and a most impressive espresso cafe (above, right) in the central facility.

The site plan (right) responds directly to Sun's request for long-term flexibility. Should the need for downsizing ever occur, buildings can easily be separated out for sale or lease. L-shaped buildings would attract prospective buyers or tenants looking for a conventional floorplate, while the H-shaped buildings could easily support a single or multi-tenant situation.





Swimming in a Snapple sea: Visitors to the East Meadow, N.Y., headquarters of this purveyor of ice teas and fruit drinks saw the company as a sophisticated business that clung tenaciously to its down-to-earth roots. The Snapple logo on a wall of the board room (opposite) and the "caryatids," 9-ft., 6-in. high Snapple bottles in the reception area (left), are among the ways the interior design leavened its cool Modernity with humor. The offices were vacated in 1994 when Quaker Oats acquired Snapple.

Still Thirsty

Faced with an unquenchable thirst for office space, Snapple asked Spector Group to create its East Meadow, N.Y. headquarters in just one year

By Roger Yee

Young, successful businesses expanding their horizons can be as much fun to watch as young people having a good time. High-spirited, idealistic, fearless and unpredictable, they make careful plans only to change them at a moment's notice, and surprise themselves by performing one extraordinary feat after another. Such was the case when Snapple Beverage Company asked Spector Group to help it develop a new headquarters in East Meadow, N.Y.

The year was 1993, and the purveyor of ice teas and fruit drinks ("Made from the best stuff on earth") founded by three long-time friends from Brooklyn, N.Y., Hyman Golden, Arnold Greenberg and Leonard Marsh, had outgrown every space it could find in Valley Stream, N.Y., a typical suburban community on Long Island. "Snapple had gone from one building to two and then three," recalls Angie Mongelli, then manager of human resources and administration for Snapple. "We needed space for our existing staff as well as for new employees. We all wanted to be under the same roof."

Because the founders and most employees resided in the area, the search for a new location was limited to Long Island. Snapple focused on finding an existing building that could be quickly remodeled—in a year or less—for some 250 employees. The Long Island real estate market, oversupplied with office buildings in an economy that had yet to recover from the 1990-1991 recession, offered numerous choices. In fact, the general contractor working on a warehouse for Snapple in East Meadow alerted the company to the vacant, 37,000-sq. ft. structure Snapple would call its next home, which had been repossessed by a bank.

To create what Golden, Greenberg and Marsh hoped would be a "clean and classy, but warm and approachable" environment, Snapple retained Spector Group as architect and interior designer and placed Mongelli, reporting to chief financial officer Alan Koss, directly in charge of representing the company on the building team. Mongelli had good cause to regard her responsibilities as seriously as she did. "This was quite a challenge for me," she points out. "I was the only woman in a group that included the architect, the general contractor and the subcontractors, and the men were at least twice my age. I felt that I couldn't make good decisions without sharing information, and I decided to bring everyone into the process."

Following extensive interviews with the founders, senior managers and department heads, Mongelli, Spector Group principals Scott Spector, AIA, and Marc Spector, AIA and their colleagues developed a space standards program that would preserve the existing scheme of private, window offices (from 200-325 sq. ft.) for most managers, and open plan work stations (from 48-144 sq. ft.) for clerks, secretaries, professionals and supervisors. One potential cause for concern in the transition to a standardized workplace presented no difficulties at all: professionals and supervisors, who had been obliged to double or triple up in private offices, were delighted over the prospect of having open plan spaces of their own.


Snapple

But programming a fast-growing organization is like buying clothes for children. At best, the procedure is an educated guess—you take accurate measurements and then select a size that is one or two sizes larger. "When we visited Snapple's main building in Valley Stream, we found people packed like anchovies," reports Scott Spector. "We decided we needed a five-year program of continuous expansion. Even so, the growth of one group, international operations, exceeded our total estimates in just six months."

A flexible open plan arrangement seemed the best way to cope with such rapid change. Accordingly, Spector Group's modular layout allowed for a supervisor's open plan work station to be converted into three order entry clerks' work stations if necessary, introduced an indirect lighting design to deliver lighting free of veiling reflections wherever the fully computerized staff was assigned, and generally opened up the space with glass interior walls for the private offices, bright Snapple-inspired colors (particularly reds and blues) and cafeterias on both floors where employees could relax. The stacking plan placed the founders (each in an adjoining, 750-sq. ft. private office), accounting, finance, international sales, director of sales and a cafeteria on the upper level, and reception, sales, operations, advertising, computer room and a cafeteria on the lower one. (There are also three below-grade parking levels, Scott Spector points out, on the very tight site.)

What kind of visual environment was sought by the three "down-to-earth guys from Brooklyn"? "Hymie [Golden], Arnie [Greenberg] and Lenny [Marsh] saw themselves as meat-and-potatoes businessmen," Marc Spector, the project's designer, observes. "They couldn't forget they had been a tri-state company [New York, New Jersey and Connecticut] in the '80s that nearly went bust in 1983. Faced with the need for professional headquarters, they were anxious that customers should recognize them in the new setting."

Informality proved to be key in the final design. Against a cool, modern vocabulary of neutral colors and materials, Spector Group devised such elements as 9-ft., 6-in. high "caryatids" that were perfectly scaled up Snapple bottles, complete with correct labels and colors, splashes of colors in fabrics and signage, and such names for public areas as the Kiwi Strawberry Conference Room and the Lenny Marsh Board Room. "The employees, who were typically in their twenties, loved it all," comments Scott Spector. "The employees wanted an environment to match their energy level, and we provided it."

At the same time the interior design was being developed, Mongelli made certain that the rest of the work, which included refurbishing the curtain wall and upgrading all building systems, proceeded without a hitch. Every Friday she held meetings in which the entire building team assembled so that virtually any problem could be promptly resolved. "We made everyone feel special," Mongelli proudly maintains. "Every now and then we brought lunch to the construction site. We served Snapple, of course." The payoff came when Snapple welcomed its employees to their new home on time and on budget. "I'll never forget opening day," Mongelli says. "Everyone was thrilled, from the founders to the mailroom clerks."



The Snapple saga took a surprising turn at this point, however. Not long after moving into its new home in 1994, the company was acquired by $6-billion, Chicago-based food conglomerate Quaker Oats for $1.7 billion, and relocated from East Meadow to the Windy City—eliminating almost the entire Long Island work force and vacated the newly finished facility.

How to live with one size that doesn't fit all

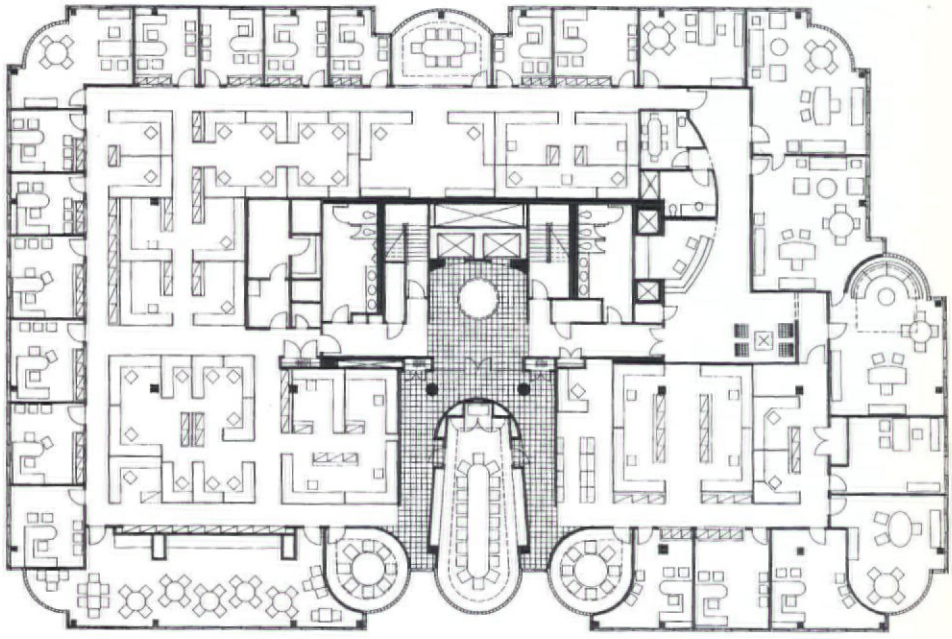
Mongelli manages to sound upbeat nonetheless. "It was an exciting time to be at Snapple," she insists. "We've all gone on with our lives since then. There's no bitter aftertaste." At least not when you're serving "the best stuff on earth."

Project Summary: Snapple Beverage Corporation

Location: East Meadow, NY. **Total floor area:** 37,000 sq. ft. **No. of floors:** 2. **Average floor size:** 18,000 sq. ft. **Total staff size:** 250. **Cost/sq. ft.:** $250. **Wallcovering:** J.M. Lynne, Maharam. **Paint:** Benjamin Moore. **Laminate:** Wilsonart. **Dry wall:** U.S. Gypsum. **Marble flooring:** Walker & Zanker. **Vinyl flooring:** Armstrong. **Carpet/carpet tile:** Milliken, Prince Street Technologies. **Carpet fiber:** DuPont. **Ceiling:** Armstrong. **Lighting:** Zumtobel, Kurt Versen, Day Brite, American Glass, Legion Lighting, Capri, Atlite, National Cathode. **Doors:** Mohawk. **Door hardware:** LCN, Stanley, Glynn-Johnson, Schlage, Rhodes, Forms and Surfaces, Von Duprin. **Glass:** Sentinel Group. **Window treatment:** Hardware Assoc., Thermoveil. **Work stations:** Knoll. **Work station seating:** Knoll. **Lounge seating:** Knoll. **Cafeteria seating:** Knoll. **Upholstery:** Knoll. **Conference tables:** Knoll, custom by Knoll. **Cafeteria tables:** Knoll. **Files:** Knoll. **Architectural woodworking and cabinetmaking:** Nationwide. **Signage:** King. **Elevators:** Otis. **HVAC:** Liebert. **Building management system:** Honeywell. **Plumbing fixtures:** Kohler, Sloan. **Client:** Snapple Beverage Corp. **Architect and interior designer:** Spector Group, Marc B. Spector, Scott E. Spector, Scott Hayden, George Kuchek, Arthur Johnson, Tara Valone, Ben Videna. **Mechanical, electrical, plumbing engineer:** Cameron Engineering. **General contractor:** Waco Construction. **Lighting designer:** Spector Group with Stan Deutsch Assoc. **Furniture dealer:** Arenson Office Furniture. **Photographer:** Esto/Scott Frances.







A world of happy, noisy twentysomethings: The interiors of Snapple included open, well illuminated general office space (opposite) where splashes of color accented neutral tones, natural light entered from window offices and direct and indirect fluorescent light radiated overhead, an austerely elegant board room (top) named for founder Lenny Marsh, and a lower level cafeteria (middle), which, with its counterpart on the upper level, allowed employees to take a moment to relax—and have another Snapple.



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How to Color a Chameleon

Alternative career opportunities with good pay and benefits do exist–for architects and designers willing to wear many hats

By Stephen P. Viscusi

Yes, the economy and the job market overall have improved in the last 18 months. So why are many architects and interior designers still having trouble finding work? Because there is a glut of architects and designers in the marketplace, and the schools are graduating more each year without counseling them about job opportunities or helping them to find jobs. Today's recent graduates are competing for jobs with people who have six to eight years' experience. And they're all hoping to land the same basic job—one with a major architecture or interior design firm.

Traditionally, working for a design firm meant status, glamour, a chance to use one's creativity and skills without much in pay or benefits. That's still true today. Unfortunately, the jobs are harder to come by when even some of the largest firms are beating the bushes for business or outsourcing when the projects come in.

The bottom line in the '90s is that design professionals must be willing to be chameleons and change themselves to meet the needs of the marketplace. The first question any employer will ask is, "Do you know CAD?" Designers who studied it five years ago and have not used it since will need to take a course to understand the newest programs. Even firms that don't have openings often have temporary assignments for designers with CAD. And once that proverbial foot is in the door, a "temp" position could become "full-time."

Note that the word "permanent" isn't being used. Today no job is forever, and that may be good. Quality of life issues, personal fulfillment and enjoyment of work are important themes for the '90s, so that changing jobs as your life changes may make great sense. However, deliberately planned job hopping is a new mindset. It means thinking of your career as a series of job components that allow you as a design professional to move among job opportunities as personal needs, interests and the economy dictate.

Employed design professionals as well as recent graduates should be open to jobs that are an alternative to the traditional design firm career path. The logic is simple: that's where the opportunities are. All of the following positions complement and build on a design professional's basic skills and knowledge.

Sales representative: it's not profane to pronounce the "S" word

While "sales" is a dirty word to some design professionals, this is their number one area of opportunity. It turns their design background into an asset—manufacturers respect architecture and interior design degrees. Plus, sales offers good income and benefits as well as flexible hours. Because designers already understand the technical and aesthetic features of furniture, textiles, wallcovering, floorcovering, lighting, window treatments and building products (the potential list is endless), they can explain them to other designers in their own language. They can use a design library for inspiration, contact manufacturers directly or check the classified pages of *Contract Design* or the industry newsletters, *Monday Morning Quarterback* and *officeinsight*.



Specification writers and project managers for furniture dealerships: needed right now, whatever you think of them

Another area with abundant jobs today, dealerships complement the work of design firms. A design firm may order 500 work stations, but a dealer and a manufacturer must provide the technical expertise to "spec" out the stations. Literally hundreds of designers are hired to fulfill that role and that of project manager. Again, while many designers may look down on dealers, they're the fastest growing area in the industry. Dealerships offer good wages—$50,000 plus—as well as assignments that increase a designer's experience level for the next job.

Managers for facilities, project and furniture management companies: go where the outsourcing often ends up

These are usually small companies that act as consultants to large ones, managing facilities, acting as an owner's representative on projects, recommending furniture dealers and negotiating furniture prices. As corporations downsize their facilities departments, these services are outsourced. To find these firms, designers may need to network with manufacturers reps. The same reps who call

on design firms also call on these consultants to get their products specified. In fact, the reps are a great source for where the jobs are in general—who has the projects and who's hiring.

Corporate facility managers: how many hats are you willing to wear?

Designers are excellent choices for facility-related positions, whether they're hired in-house or on a per-diem basis. In today's economy, however, facility managers are wearing many hats. A facility manager may be involved in new projects, downsizing, purchasing, telecommunications and insurance issues, to name just a few. It's an opportunity for the designer to expand his knowledge and skill base.

Professional freelancer: when variety is your security

There are agencies that place design professionals as temps who are not looking for full-time positions. Variety keeps their work interesting and secure, they carry their own insurance and consider temp work their own small business enterprise. Architects and interior designers can also keep busy on a temp basis through their own contacts with design firms and dealerships, of course.

Outsource resource librarians: my brains, your binders

This area is a new one. These librarians set up a design firm library and then update and maintain it weekly or monthly, on an as-needed basis. They arrange appointments with the manufacturers' reps on the days they are in and do a lot of work out of their own home offices, for example, ordering special samples for new projects. This arrangement allows librarians to have several firms as clients and saves the firms the expense of full-time librarians.

In-house architect/designer for real estate developers: are tenants your cup of tea?

Here, the design professional would plan the lobbies and common areas of an office building, and help the developer lease space by providing tenants with the critical space plans and design services that can make a leasing transaction go forward.

Residential designer: customer service is key

Contract designers are often concerned with the customer service aspect of residential design, but there is a lot of work in the residential arena today. Many designers who can't find work should consider stores like the Ethan Allen Galleries, the design studio at Bloomingdales, Bombay Company, Crate and Barrel, Pottery Barn and Home Depot. Ethan Allen spends almost one-half million dollars a year in help wanted ads for designers to work in its galleries.

One large Midwest department store just hired a designer fresh out of school for $40,000/year. Home Depot hires a number of retired architects and designers. Granted, these jobs may require working some weekends or evenings, but salary plus commission should total twice that of an entry-level position at a major design firm.

Think of your career as a series of jobs that allow you to move among job opportunities as personal needs, interests and the economy dictate.

Showroom sales: are you fresh out of design school?

The residential showrooms for furniture, tile and textiles are particularly receptive to hiring design professionals fresh out of school.

Kitchen, bath and closet designers: why not?

Designers who have spent the last six months sending their resumes out to design firms and getting nowhere should send them to a kitchen, bath or closet design company. They'll be hired overnight and trained about the product. Design professionals might also look to other creative industries, such as food, fashion and writing for opportunities. For instance, there are a few design editors and journalists who are architects or interior designers by training.

Misunderstood opportunities: marketing and specifying may not be what you think

There are two areas where the opportunities are misunderstood. The first is design firm marketing. Most applicants think the position is about organizing events and public relations, when marketing is mainly "new business development"—getting work for the firm. The position requires sales experience and a connection with the real estate community. Caveat emptor: firm principals get very impatient if new business doesn't materialize quickly, so the marketing position tends to turn over rapidly.

Another frequently requested position is that of the designer in a firm who specifies furnishings and finishes. The truth is that there are few of these positions available. In most firms across the country, the function is combined with other design functions, and knowledge of CAD is a requirement.

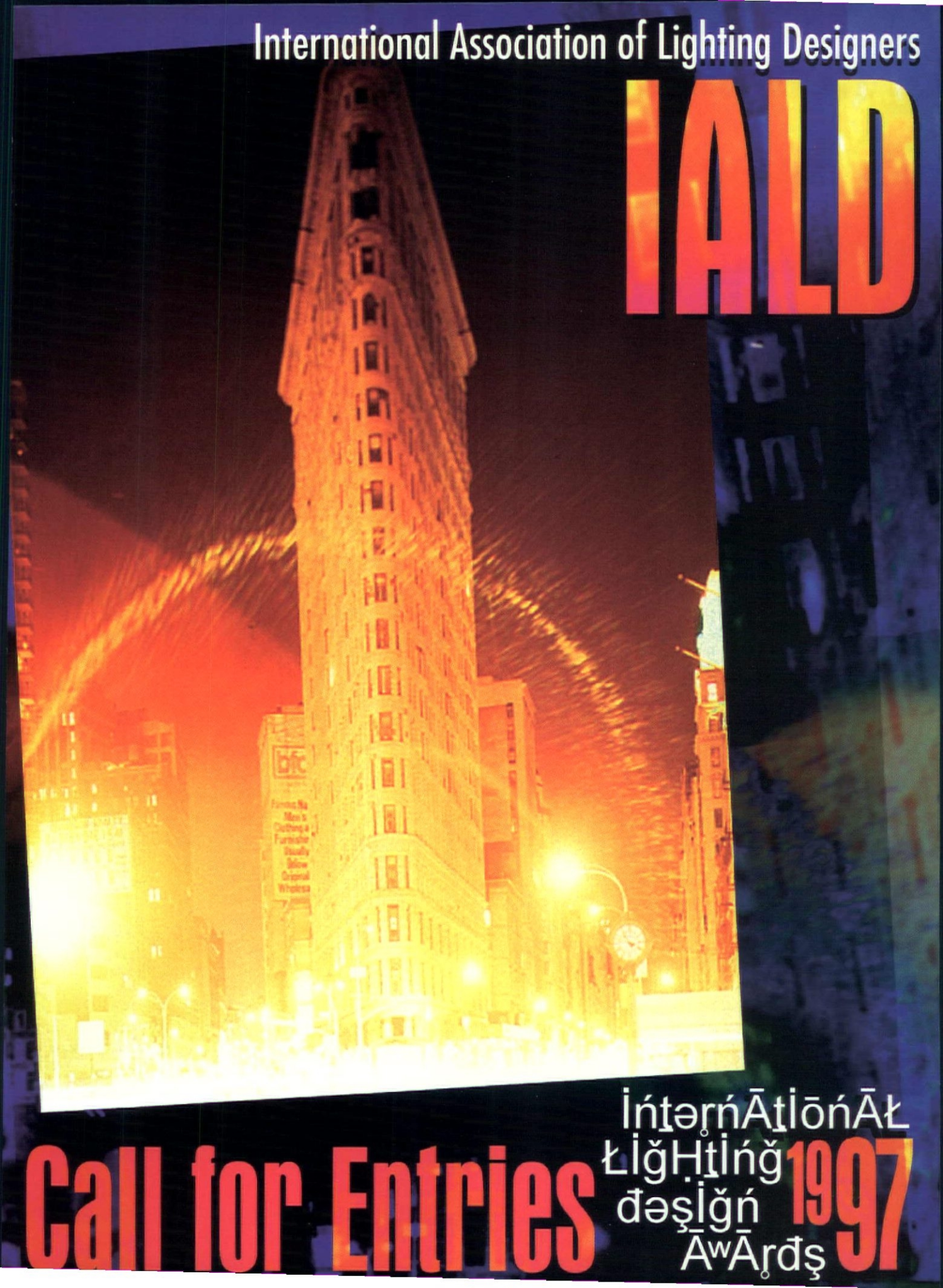
Future employment: why your next job should not be your last

Jobs will remain tight in the traditional design firm market throughout the United States for some time to come. On the other hand, the alternative careers discussed in this article should continue to be plentiful. Design professionals and recent graduates looking for work should keep an open mind and go on as many interviews as possible.

Interviewing is a good experience and the only way to really find out about an area. Before turning a position down—and this situation will arise, believe it or not—architects and interior designers should remember that it is advantageous to look for work when you have a job. Having a job shows your initiative and a good work ethic.

And, as mentioned earlier, as a design professional, you should look at each job as a component in your career, going off to try new areas and returning to others. It's the secret for personal fulfillment and of being employable for life. Consider it perhaps your one and only project that will never wind down.

Stephen P. Viscusi is managing director of The Viscusi Group, Inc., a New York-based executive search firm for the contract and residential furniture industries. Viscusi appears regularly on national TV and radio as a career expert and strategist and hosts a TV and radio show, "Career Talk with Stephen Viscusi."


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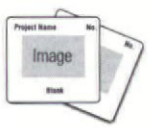
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Call for Entries courtesy of *Architectural Lighting* magazine.

Curing Office Ills by Design?

Repetitive stress injury from white-collar work shows no signs of going away, but it isn't a hopeless case yet–if designers and clients work together now

By Linda Burnett

If you're summoned to jury duty these days, you'll probably hear the words "repetitive stress injury" or RSI in the conversations that fill the courthouse chambers and corridors. The fact that ergonomics isn't just a term understood within the design industry implies that we've come a long way in educating the general public about what's bad for working men and women—and more importantly what's better for them. But reported cases of injuries in the workplace due to repetitive motions are not going away—a fact of modern life that will continue to affect architects and interior designers for years to come.

You may even know someone who is complaining of chronic back, neck, shoulder, hand and/or arm pain due to repetitive movements carried out under one or more of the following conditions: contorted postures, consecutive hours spent sitting at a computer, inappropriate furniture, poor light or uncomfortable room temperature. Take the reported cases of secretaries suffering from RSI: Bureau of Labor Statistics data show that of all secretaries who have missed work due to illness, 12.6% claimed their illness to be due to RSI. By comparison, 8.5% of data entry keyers made similar claims.



Of 6.8 million reported nonfatal injuries and illnesses in 1994, two-thirds were from cumulative trauma disorders. That total is 10% higher than its corresponding number for 1993. Who's to blame? Even if the answer were forthcoming, architects and interior designers might arguably spend their time better by determining how to improve the *totality* of office ergonomics.

Correct posture: get 'em off their buttocks at once!

For one, the offices of today have been designed primarily for sitting. With an increase in computer use, more and more employees spend a majority of their time tapping away at a computer keyboard in a seated position. There are three problems right there: the one motion of constant keyboard use, the prolonged seated position and the high probability that the employee is neither using the keyboard correctly nor sitting correctly.

With so many variables, it's impossible to say RSI is the fault of the keyboard design, or the chair is not supportive enough, or that the job is too boring. All these things may be true and are significant factors in bringing on a debilitating case of such ailments as tendonitis, carpal tunnel syndrome, a slipped disk or a nerve entrapment. But what this situation means is the problem must be tackled from various angles, including the job description, the furniture specified, the corporate culture and the employee.

Look at your client's office over an extended period of time. How much time do the employees spend sitting? Standing? Doing various tasks? Those questions are crucial in understanding how offices work and thus, how our bodies are being forced to work. We spend the majority of our time sitting at our individual work stations, and our offices are being created expressly for that—with a lack of congregating room and lounges. Even the proximity of appliances such as the copier or the fax machine to your desk can add to the lack of movement a worker encounters on a daily basis. Basically, people aren't doing a lot more than sitting, and they're doing it poorly.

Jerome Congleton, PhD, associate professor in safety engineering at Texas A&M University and designer for Neutral Posture, argues that we approach the way we work through the way we design. "We need to design our offices for sit and stand," he says. "We don't want to do either one all day. Today's offices are designed for us to sit all day. If people were able to control their offices they would sit 23% of the time and stand 77% of the time." Congleton, who consults for United Parcel Service, says that UPS workers stood more when supplied with sit/stand work stations.

Research has shown that people are actually less productive and less healthy when sitting for the majority of the day. "People shrink in the office and their feet swell," insists Rajendra Paul, corporate ergonomist with Haworth. "If you stand for a few hours a day, let's say at 15- or 30-minute shifts, you can reduce foot swelling by 70% and reduce spine shrinkage by 40%, and people will feel more energized. Circulation will be improved. People think better on their feet than on seats."

If getting a new job or changing job tasks is out of reach, the proliferation of adjustable desking systems that allow for sitting and standing while typing is a good step toward working healthier. "A desk should adjust from 23 in. to 46 in. from the ground," reports Congleton. "This would take into account the 5th percentile of women at a sitting elbow resting height to 95th percentile of men standing at 6 ft.-2 in."

But designer beware. There are far too many mislabeled products on the market.

Some manufacturers tout ergonomic products that aren't necessarily as ergonomic as claimed. Without regulations, this kind of labeling can and has gotten out of hand within the industry.

Employer education: coaches and players on the same or opposing teams?

Designing a better approach to work applies to the chairs as well, which must be equipped with multiple adjustments to make the grade. A specifier who fails to be educated on this topic risks being confused by all the doo-dads on a chair and specifying one based on the presence or absence of certain levers and buttons rather than their actual functions. Educating the facility manager about ergonomics is also a preventative measure to avoid filling an office with chairs and other furnishings that don't suit workers' needs.

In addition, a facility manager must learn how furniture actually supports the tasks of employees in particular jobs. For example, if furniture is being specified for people who work on the computer all day, such as in data entry or magazine publishing, employees should test the furniture to make sure it can be adjusted by each employee to suit his or her task. All tasks are not the same, all employees are not the same. Why should all be fitted with the same furniture?

Having the best chair, desk, footrest and keyboard is a good start. But take care: the function of each is voided when used incorrectly, such as sitting on a foot when seated or using other contorted positions to perform a task. In other words, employees must be knowledgeable about office ergonomics too.

But how do athletes know how to train if a coach isn't helping? The employer must take responsibility to teach employees through classes or focus groups, and offer corrective measures for an ergonomically poor environment. In Congleton's view, management should check on employees every six months to observe how they are working with their furniture.

What about all those rules we are told about working elbow height and other ideal postures? Congleton resists the fixed 90° angle at the elbows in favor of a philosophy of movement and moderation. "My job is to make being ergonomics simple," he declares. "But the answer is in moving and varying the working position." Paul agrees, noting that changing positions can offset many of the hazards of poor furniture or keyboard design. He proposes that workers think of the slogan, "the best posture is the next posture." In other words, keep your body posture on the move.

Nurturing versus pampering: who says "ergonomic" means posh?

Is it possible to achieve a total ergonomic environment? In theory, this would grant the employee absolute adjustability—which amounts to absolute control—of the desk, chair, keyboard, monitor, lighting and temperature. Only with absolute adjustability can a workplace be completely ergonomic. Although many ergonomists doubt such an environment can be achieved in the office, nothing precludes the architect, interior designer, employer or facility manager from coming as close to the absolute as possible.

Why do some employees experience pain while others can type away, burning the midnight oil? "Different people have different levels of susceptibility to cumulative trauma disorder, with predisposing factors," explains Rani Lueder, president of Humanics ErgoSystems Inc., an ergonomics consulting group. Designers should be designing for worst case scenarios, she points out. Because we don't know who is and isn't likely to suffer from RSI, the office design should cater to the possibility of it occurring.

Cumulative trauma disorders in the office are multifaceted and their sources are hard to pin point—but people are less healthy when sitting for most of the day

One persistent misconception is that the ergonomic office must necessarily be more plush. Paul sees this as old school and adds that the industry is going through a paradigm shift. "When designers designed furniture," he says, "they focused on making everything more comfortable. That calling card was yesterday's thinking. We have changed our view as far as what's ergonomic. The point is to recognize nurturing versus pampering." Herein lies a distinction between aiming for an environment that tries to do away with discomfort, and one that tries to attain maximum comfort. Which one is the most productive?

According to Paul, the extra unnecessary comfort is pampering. The nurturing category takes into account the positive aspects that may not seem comfortable at first but end up so. Paul compares nurturing to taking a child to piano class, and pampering to giving a child an ice-cream cone. Paul suggests that we focus on the nurturing rather than on the pampering to achieve maximum benefits and to create a more ergonomic environment. Moderation is everything. Too little comfort is not acceptable either.

In many cases, RSIs can be prevented and ailing work places corrected by paying attention to the right areas and measures taken. Take, for example, lighting. Many organizations fail to consider lighting when an employee complains of pain. If a cubicle is poorly lit, an employee may have to hunch, crane the neck and distort correct working position to compensate for loss of vision. The same idea applies to a monitor with a glare. These aspects can be quickly and inexpensively remedied when everyone considers them.

Or it might just be the height of the monitor that is causing the employee to misalign the spine by raising the head. Or the mouse may be too far from a neutral zone, forcing the employee to stretch and create awkward positioning. Because the Apple Macintosh® demands a high level of mouse work, this kind of contortion can be as prolonged as the time spent at the computer. Unfortunately, it is often a combination of many factors too numerous to list, in addition to the presence of stress that might be imposed by the social environment, such as from co-workers or a manager.

"Cumulative trauma disorders are multifaceted," says Lueder. "It is hard to pinpoint where the problem is coming from. Many things are important in assessing the situation."

Of course, our hands are not left tied just because a magic answer doesn't exist. If all of us—those of us who design, including architects, interior designers and industrial designers, those of us who manage, including facility managers and the many "bosses" who create the office culture, those of us who manufacture office furnishings and office machines, and those of us who perform white-collar work, the employees in corporate America's offices—pay close attention to the tasks, the equipment, the body positioning and the levels of motion and stagnation, RSI can at least be mitigated some of the time. Think of this as just one thing more and potentially many things less to worry about at work.

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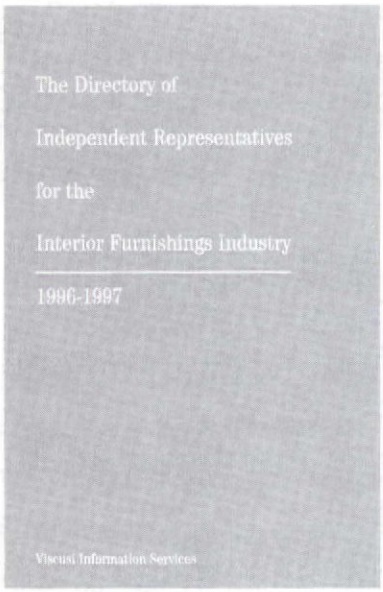
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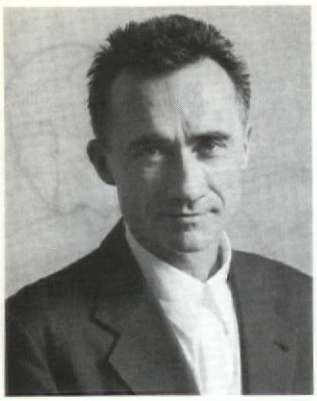
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PERSONALITIES



Walz

When in Rome...

Kevin Walz

When designer Kevin Walz won the Rome Prize to study at the American Academy in Rome in 1994-1995, he planned to return to New York in nine months. Then came Rome. After the death of his wife six years ago left him a single parent, Walz was eager for a lifestyle change to let him "put pasta on the table" while being with his children. He founded Walzworkinc. in New York and Rome in 1995 for product design, space design and corporate consultation, the same year he became involved with KorQinc, an Italian maker of generic, architectural and consumer products in cork. Adding the role of artist, he also began doing set designs for films.

Walz entered interior design "accidentally," when he created the loft studio he shared with his wife, a photographer. "I figured out what to do with the loft and got hooked on manipulating space," says Walz. What he enjoys most about Rome are working alone, the Italian way of life and being in a place that he calls "a feast for the eyes."

Currently his firm is involved in residences, showrooms and product collections for Baldinger, Tufenkian and DesignTex. "I'm grateful that people call us when they want innovation," says Walz. In Rome, he spends his time working in a new studio he rents from the Vatican, and cooking for friends. "Though the Italians are critical of me because my Italian is terrible," he notes, "they come to my house, eat my Italian food and forgive everything." As the saying goes, "When in Rome...."

Work in progress...

Anna Veyna

When interior designer Anna Veyna isn't designing restaurants or homes she's working on the house/gallery/painting studio she occupies in San Francisco's historic North Beach district. The ground floor of the three-story building serves as office to Anna Veyna Interior Design, as well as a gallery where local artists show their work. What a great excuse for having parties to support local art and displaying Veyna's interior design. The second floor is living space for Veyna and her architect boyfriend, while the third is her painting studio. It's a real work in progress. "We're always ripping out a wall or something," laughs Veyna.

The sixth of nine children, Veyna always had a flair for colors and textures and a feel for interiors. After graduating from Calif. Poly. State U. and studying in Florence, Veyna settled in the West Coast's "most European city": San Francisco. She was a partner in Wright & Veyna Design from 1990-1995, where she worked on favorite



Veyna

San Francisco wine bar Hayes & Vine. On her own since 1995, Veyna has had her hands full with such restaurants as Zinzino, Yabbies Coastal Kitchen and 2223 Market St., and the offices of two radio stations, KKSF and KDFC, all in San Francisco. Not bad for a four-person office. Veyna says she prefers working with a small staff to a bigger one—and spending more time managing than working directly on projects.

Veyna does no marketing, and gets all her clients through other clients. Not bad, Anna. Keep tearing down those walls!

An easy life?

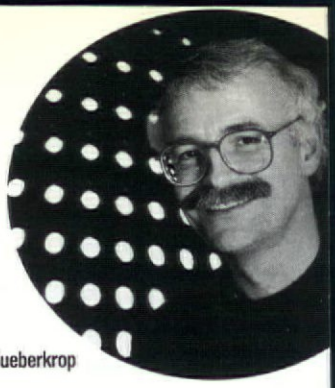
Erik Sueberkrop

Erik Sueberkrop's father was a sculptor, which may explain why he urged his then 13-year-old son to combine a love of art with skill in math and science, saying, "Become an architect—it's an easy life." As a principal of Studios Architecture in San Francisco, Sueberkrop, FAIA can still smile at the memory of that advice. "Of course I believed him at that age," he recalls. "My father died when I was 16, so I didn't get to change his opinion."

But Sueberkrop never hesitated after graduating from U. of Cincinnati, teaching at Ball State U. and working with Lou Sauer in Philadelphia and Evans Woolen in Indianapolis. "When I needed to make a big change in my life," he describes, "I landed in California." Not bad, landing in San Francisco, becoming a principal at EPR, founding Studios with colleagues—and the rest being history, complete with award-winning work at home and abroad.

Still, society's lack of recognition for the value added by architects troubles Sueberkrop. "We must identify the organizational and behavioral impact of design," he observes. "Time and cost are only part of the agenda." Clients such as Silicon Graphics, 3Com and Apple would surely agree.

How does he value his spare time? "I'm a dull boy," Sueberkrop protests. "I enjoy travel, absorbing other cultures and feeling at home in the world." His father would be pleased that his son still takes a sketch pad on the road. "Drawing without interruptions—that's real freedom," Sueberkrop declares. A world free of E-mail, faxes and voice mail? That's a miracle too.



Sueberkrop

Silver and gold

Mark Stenftenagel and Salvatore Graziano

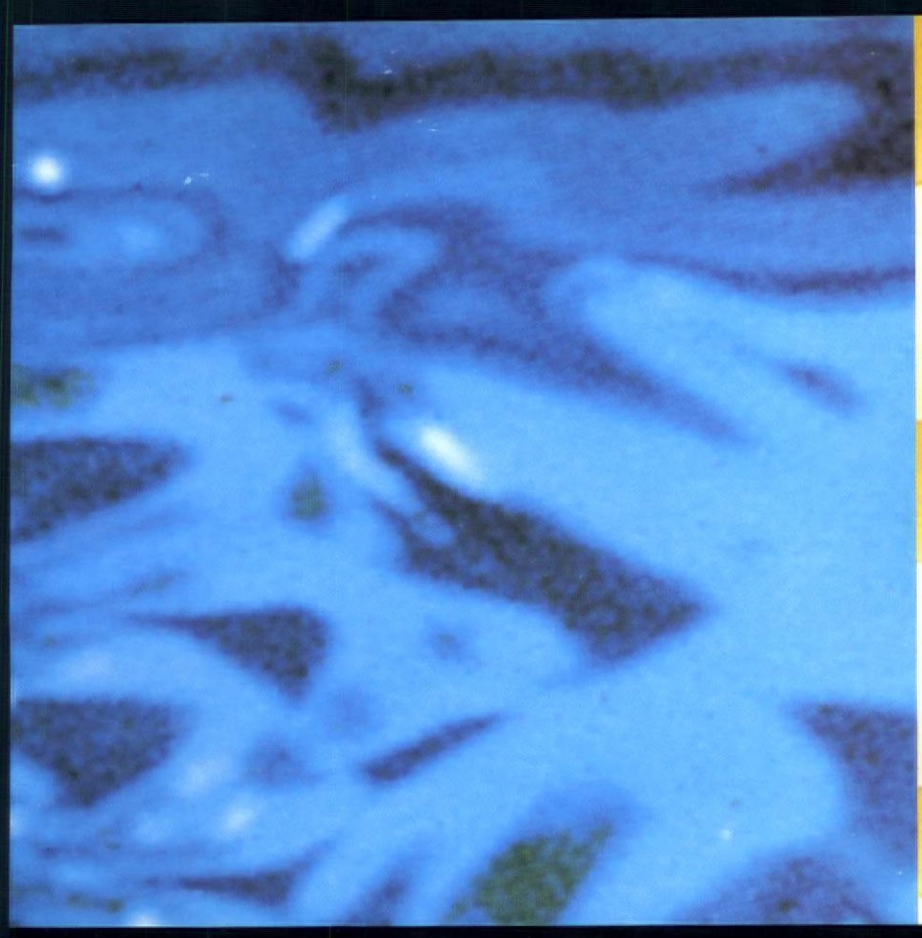
These days, Mark Stenftenagel and Sal Graziano are just as likely to be found poring over furniture specifications as construction documents. Partners in design since Graziano joined Stenftenagel as a principal in Cicero-based interior architecture firm Whitney Inc. in 1986, the two have now successfully applied their combined experience to furniture design under a Whitney spinoff called Quicksilver Design. Quicksilver won a gold Best of NeoCon award for Bretford's Presentation Environments training room furniture in 1995, followed by a silver for Gianni's Carrara Classic casegoods and a "Best of Show" for Bretford's TransTable in 1996.

"We'd been designing everything from seating to casegoods after hours," says Graziano—who holds degrees in industrial design from Notre Dame and U. of Illinois Champaign/Urbana—of their early dabbling. When the effort got serious, they decided to start the new company. And now that it's paid off, the two have time to plan their future. "It's very interesting," says Stenftenagle, an interior design graduate from Southern Illinois U. and Illinois Institute of Technology. "One minute I'm designing a 100,000-sq. ft. interior, and the next I'm meeting about taking a product to market."

"Both Whitney and Quicksilver will grow parallel to one another," assures an energetic Graziano. And why not? To paraphrase the old adage, make new firms, but keep the old; one is silver and the other gold. Luckily for Stenftenagel and Graziano, they have an affinity for both precious metals.

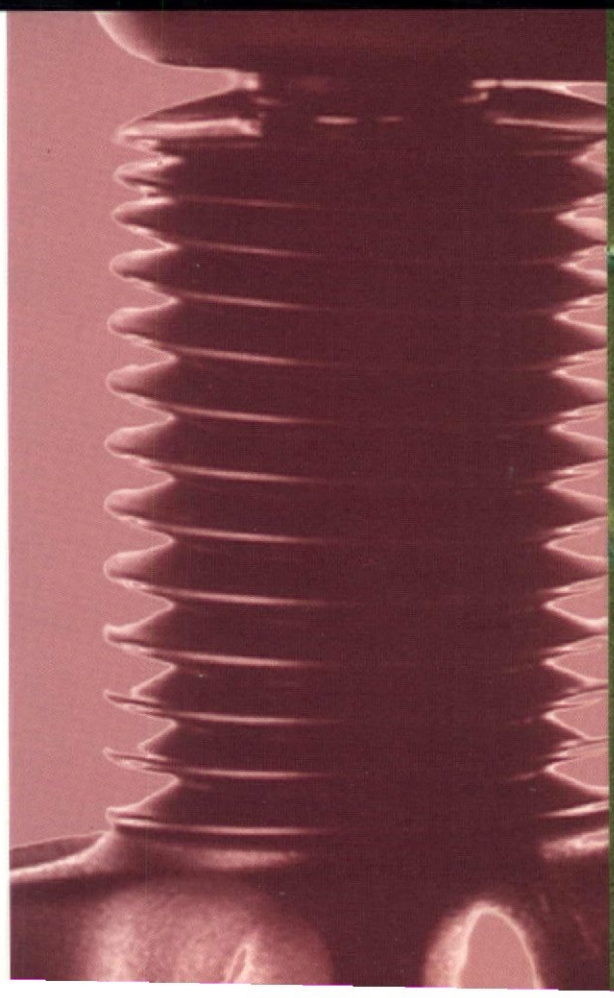


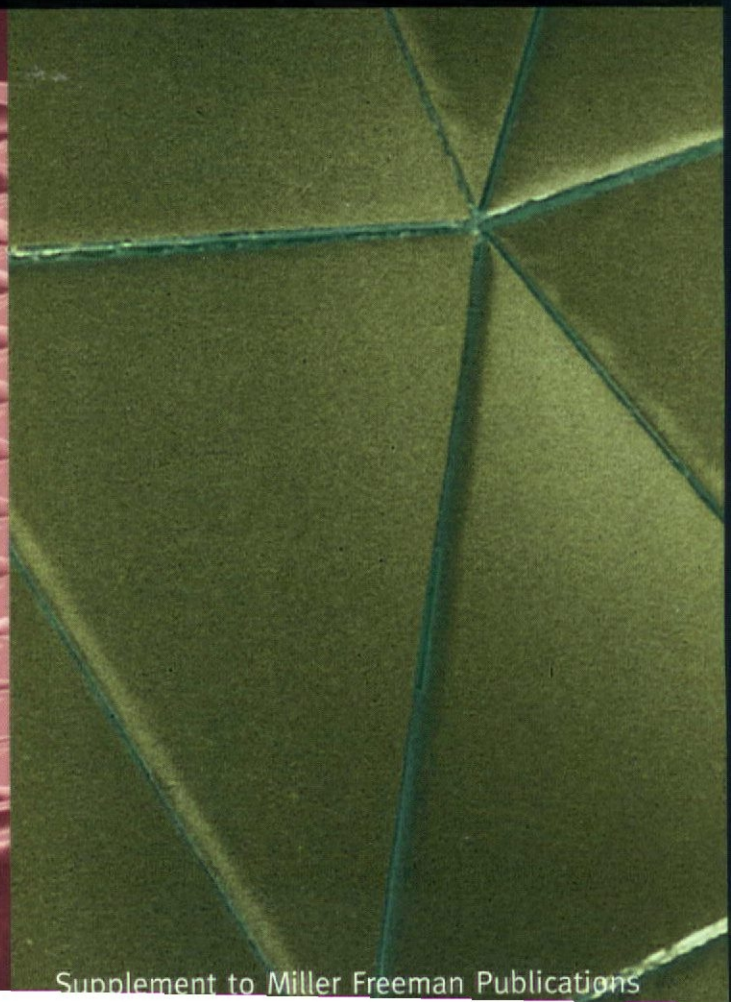
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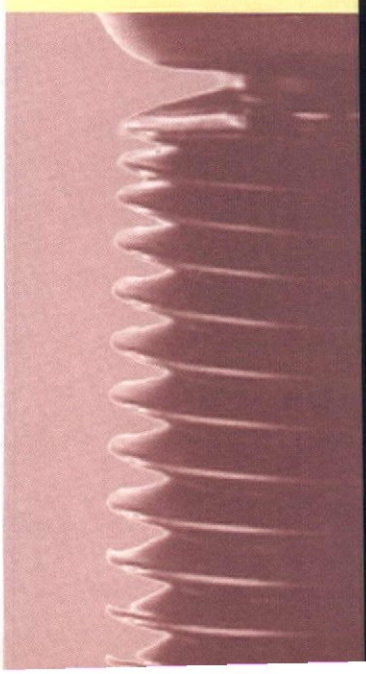
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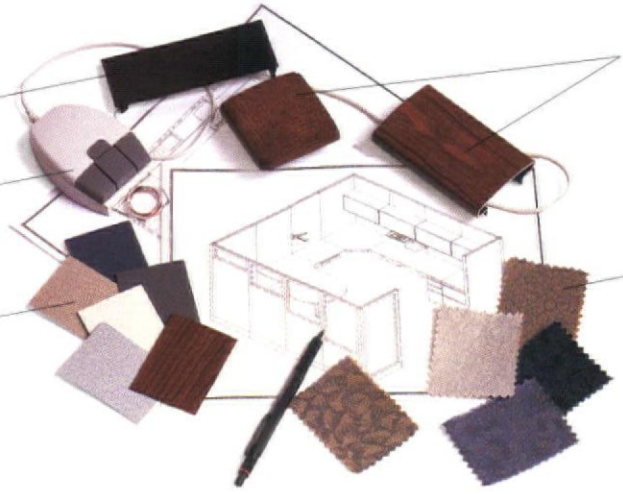
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Details.



Panel frames in light and dark neutrals coordinate with other surface materials.

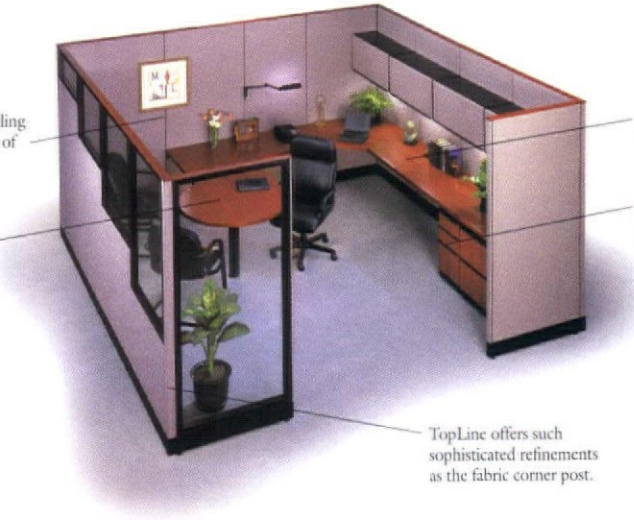
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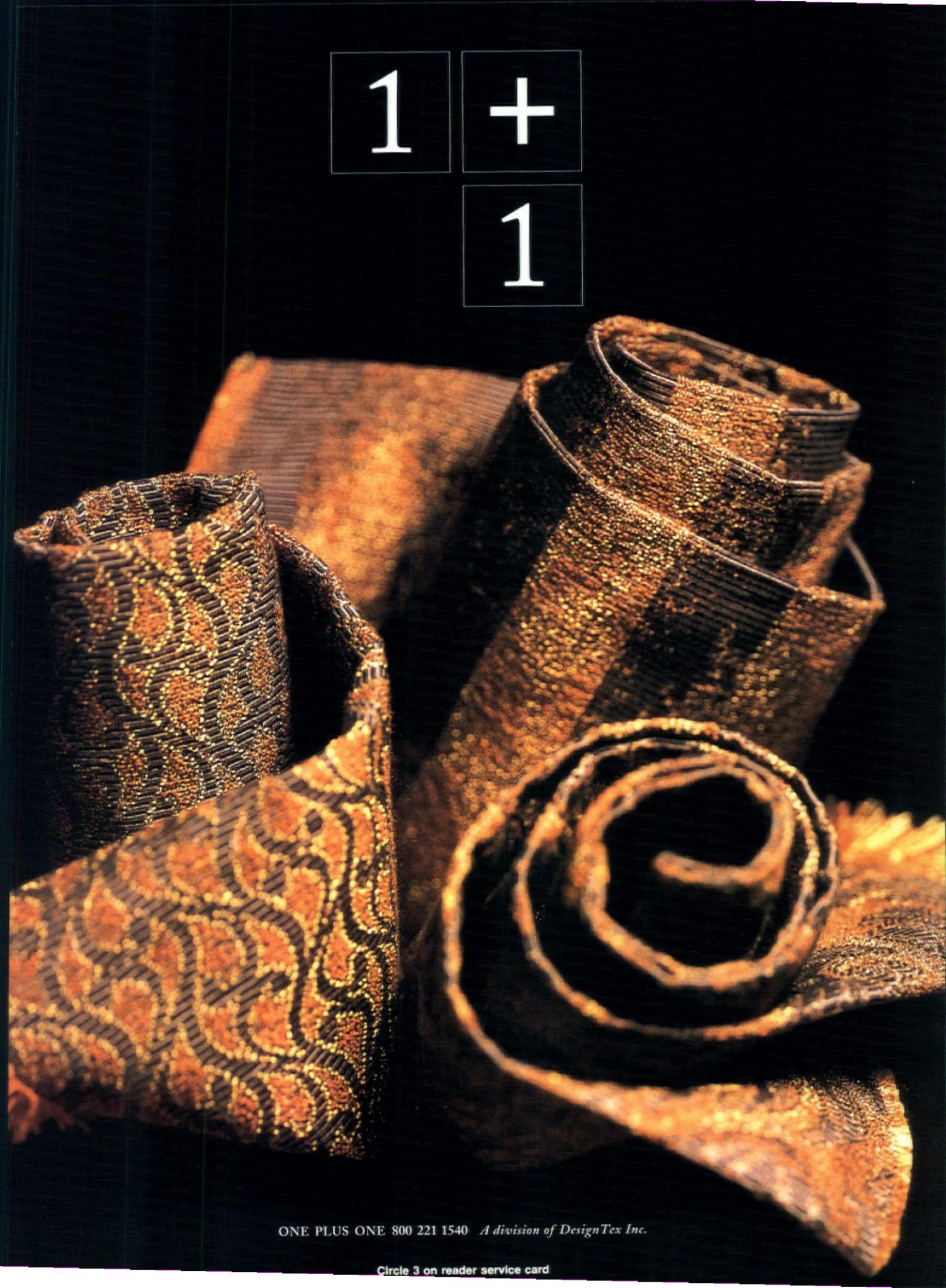
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Letter from the Editor in Chief of Contract Design

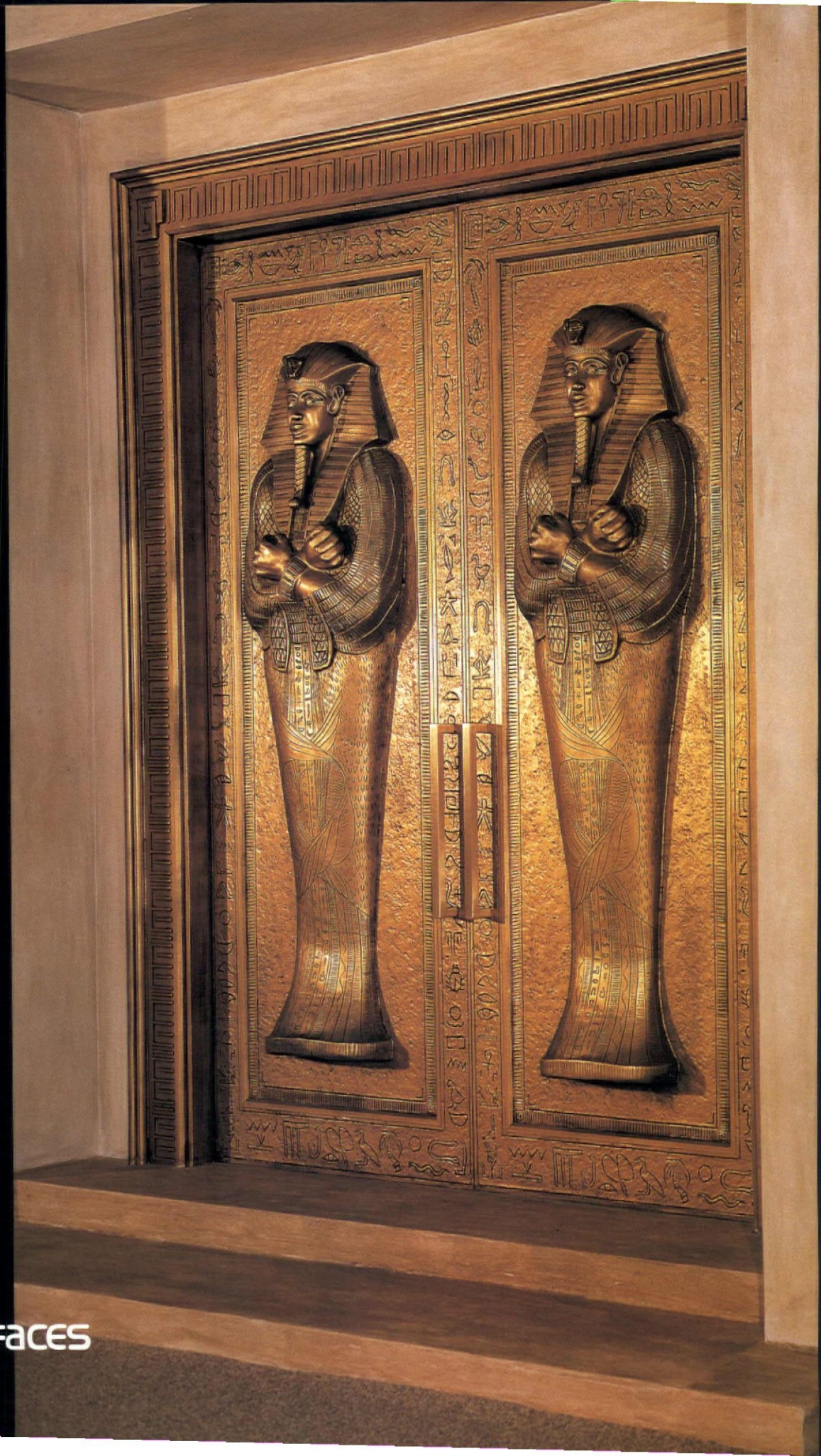
Specifying products for commercial and institutional interiors is a demanding responsibility. As the nation's architects and interior designers know, the challenges never cease, with new technologies, materials and designs flooding the market almost every day. Not only were many of the concepts embodied in these introductions unknown when today's designers attended school, they often remain a mystery to active professionals, at least until the new products begin to acquire a track record of documented installations. The trouble with letting a client become a guinea pig, however, haunts designers. One designer put the matter succinctly: "Buy the wrong chair and you don't make one mistake—you can make hundreds."

To help raise the effectiveness of product specification in interior design, Contract Design invited a random sampling of thousands of individuals drawn from the nation's design community to rank the top three sources in each of dozens of product categories. Their responses—and we wish to express our thanks to all who participated—were tabulated by an independent research organization and compiled as the Top Ten sources in alphabetical listings, forming the heart of our new Contract Design Source Guide for 1996-1997. For example, our entry for "Desks and Credenzas" includes a Top Ten listing of Bernhardt, Dar Ran, Gunlocke, Haworth, Halcon, Kimball, Knoll, Paoli, Steelcase and Touhy.

Can the process of ranking contract furnishings sources be improved? Absolutely—starting with the likelihood that future rankings of the sources will disclose the numerical order of preference, and will be accompanied by the appropriate product selection criteria, also in numerical order. Architects and interior designers who wish to participate in the next survey should contact Regina Quinn, Editor, Contract Design Source Guide, One Penn Plaza, New York, NY 10119-1198, for the 1997-1998 Questionnaire. Meanwhile, we welcome any suggestions for improving the usefulness of the Source Guide to the design community. After all, chances are that any changes in the way the nation operates such facilities as offices, hotels, retailing, restaurants, schools, hospitals or transportation centers will show up soon enough in the interior furnishings they need.

Just ask any architect or interior designer serving commercial or institutional clients today.

Roger Yee
Editor in Chief, Contract Design



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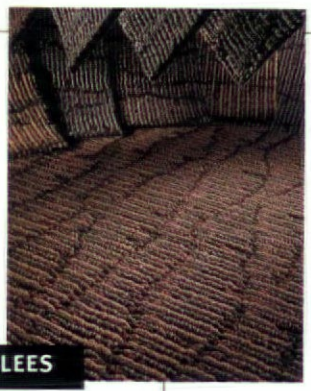
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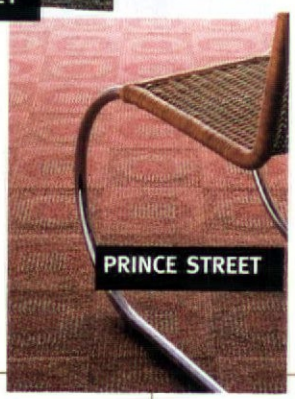
BROADLOOM

Given the increasingly specialized demand for carpet serving narrowly defined needs, it's no wonder the carpet industry keeps responding with creative solutions that range from advances in fiber chemistry to digital imaging of color and patterns. Today's users have endlessly evolving and highly specific requirements for carpet, including offices, hospitality, retailing, health care and education, and the industry is well aware of how unforgiving users can be in the face of product failure. But the carpet industry is taking all the changes in stride, and continues to solve many design problems through the use of tufted nylon broadloom carpet, which has long dominated the market. This is clearly demonstrated in the Top Ten sources.


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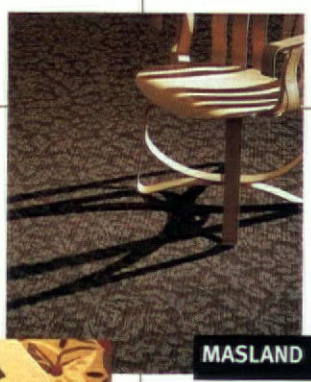

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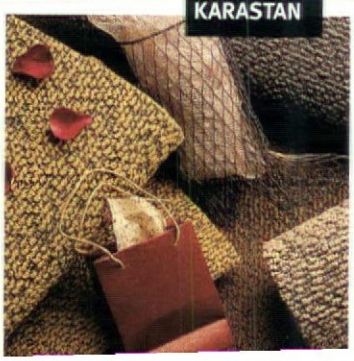

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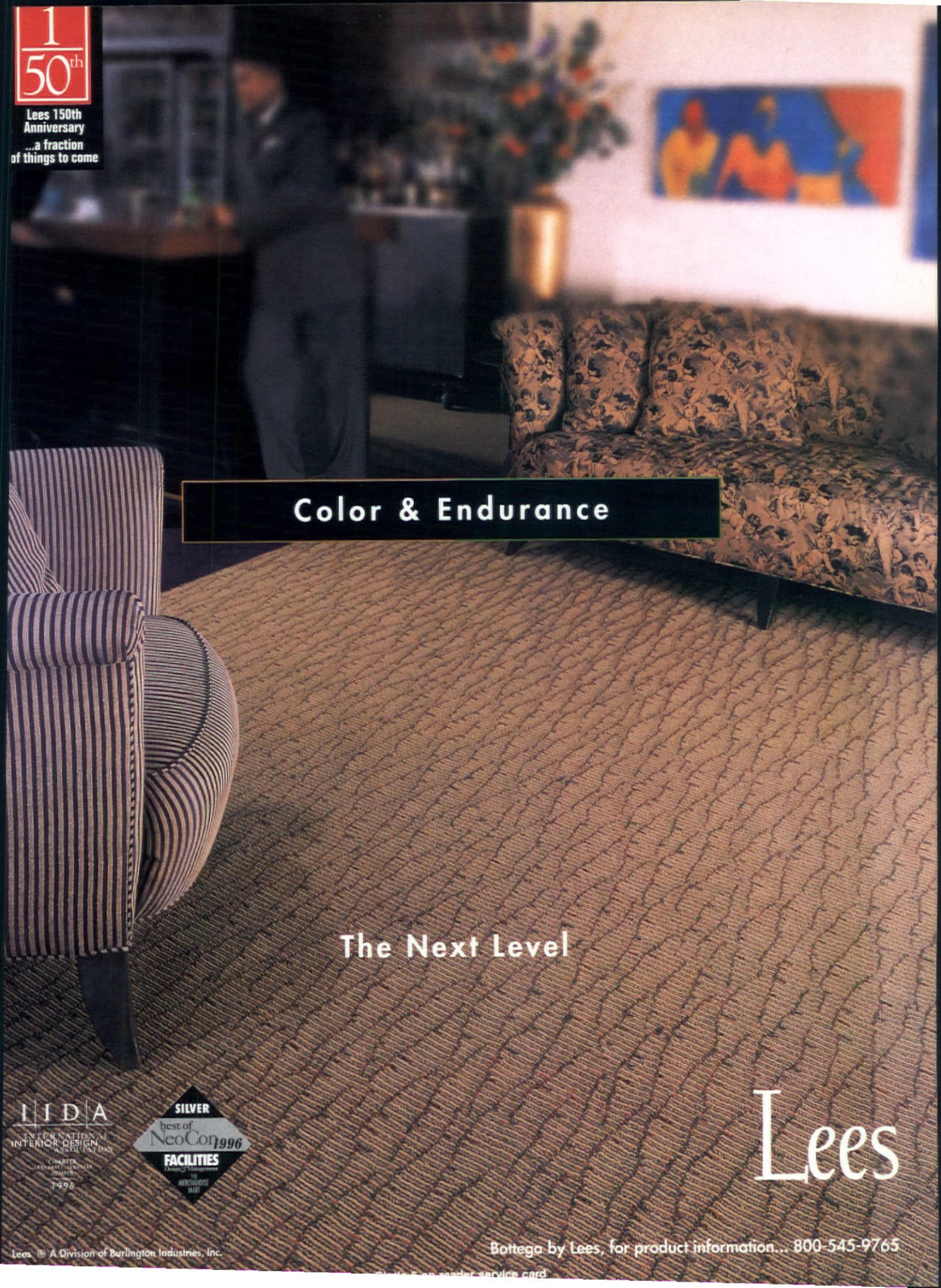

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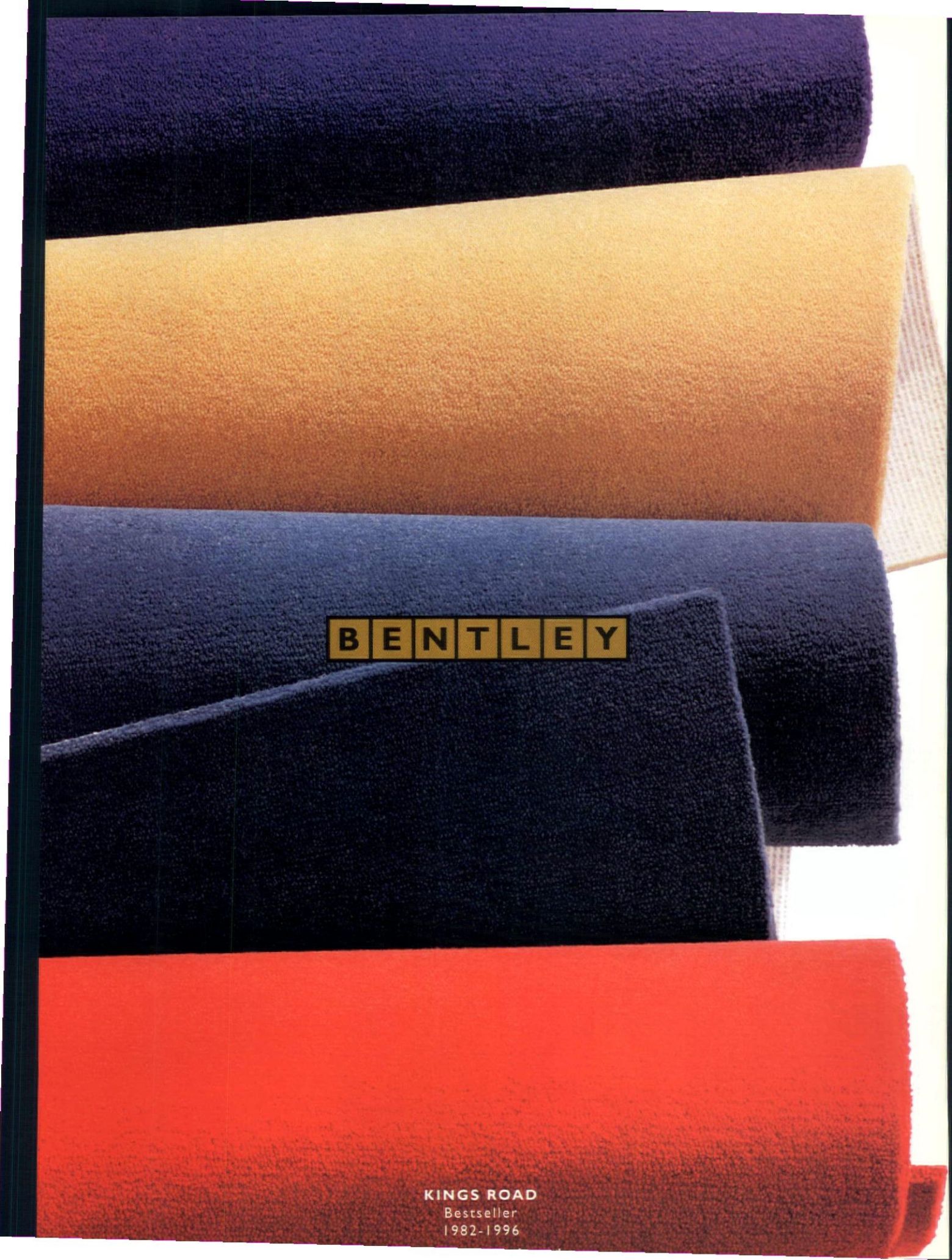

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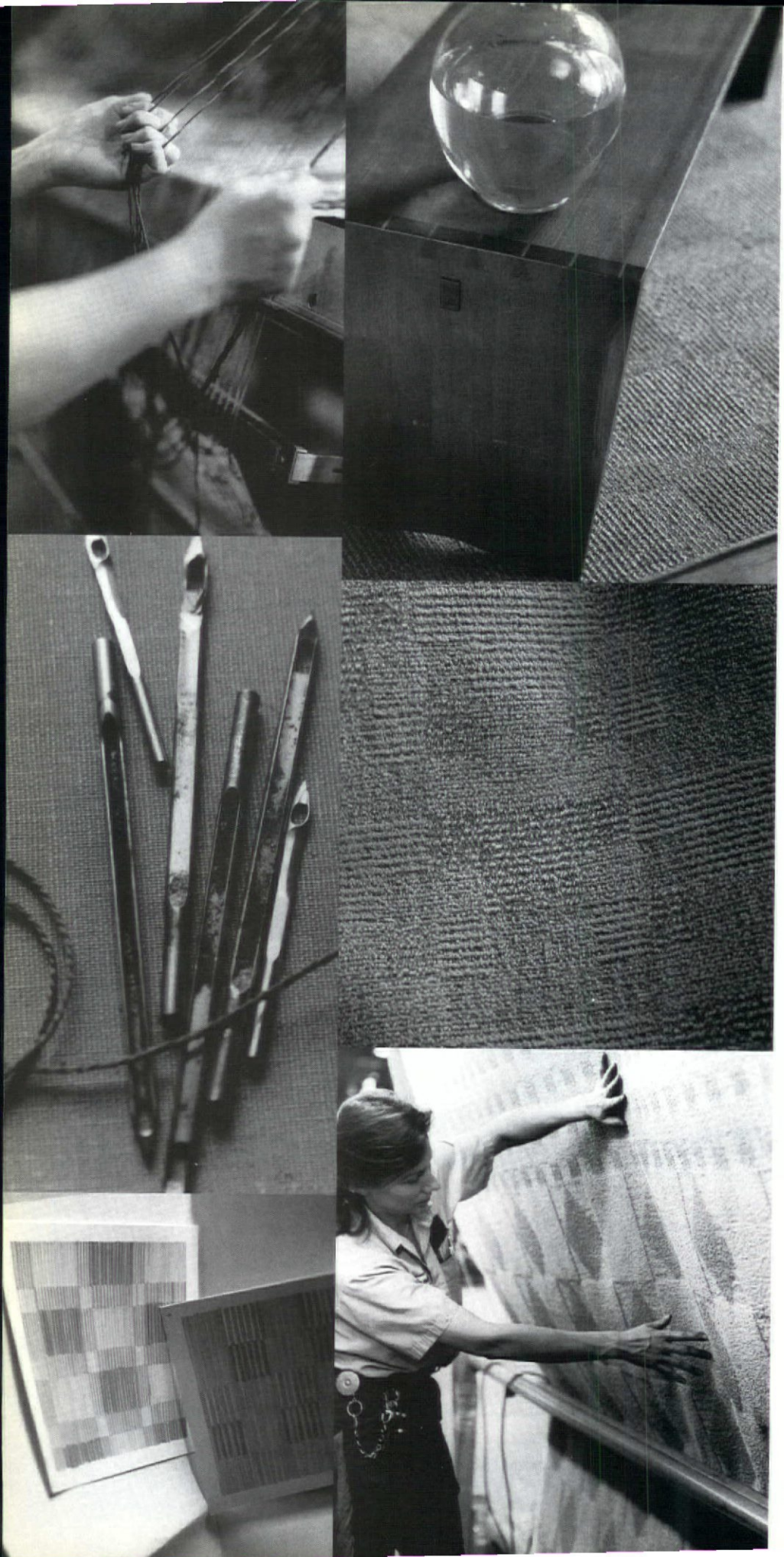
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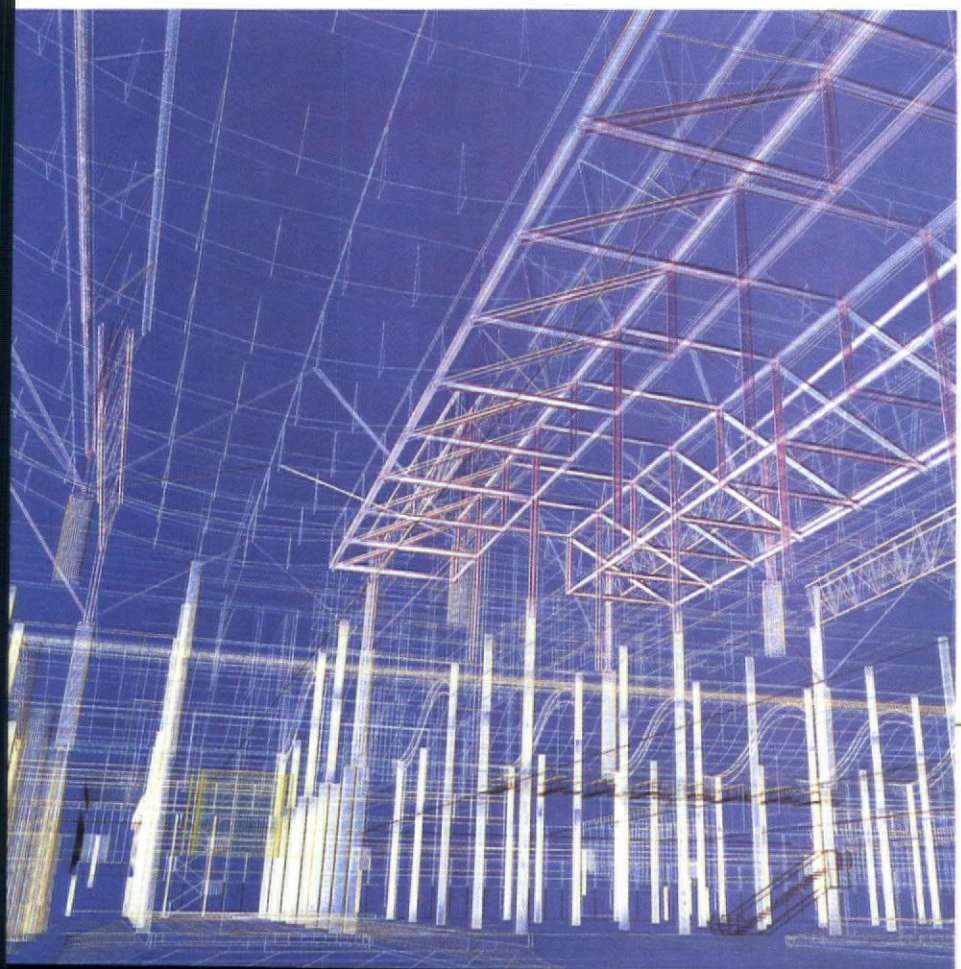


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COMPUTER AIDED DESIGN & DRAFTING

CADD systems have been rapidly transforming the nature of work for architects and interior designers. Not only is CADD automating procedures once performed laboriously by hand, it is providing more control over the design process. How it will ultimately affect design practice may be premature to predict. Nevertheless, the design process is almost certain to become faster, cheaper, more comprehensive, more accurate, more flexible and less labor intensive, thanks to CADD. The good news is that CADD now enables small to mid-size firms to handle projects once considered too large or complex for them. The bad news is that the current market for design services may need fewer designers. Just consider the capabilities of the Top Nine sources today.





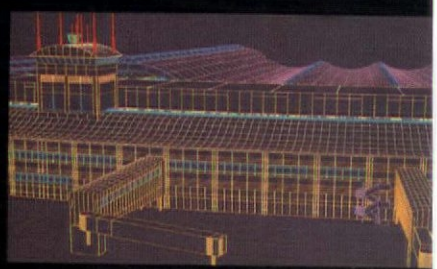
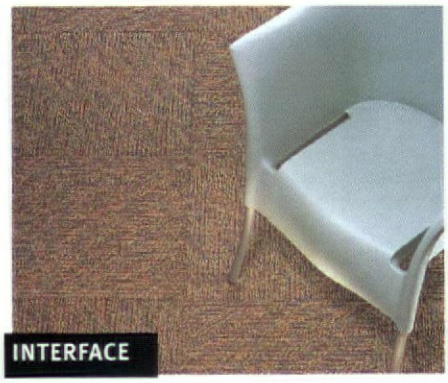


PHOTO COURTESY OF AUTODESK

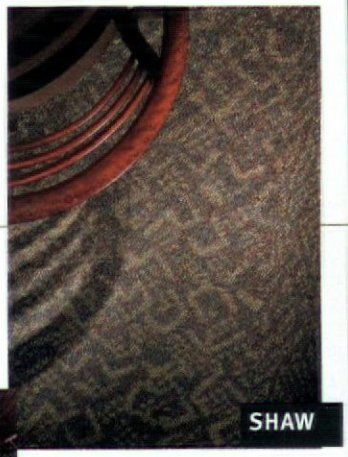
- AUTODESK
- INTERGRAPH
- DATACAD
- GRAPHICSOFT
- FIT
- GIZA
- ARCHIBUS
- BENTLEY
- SOFTDESK

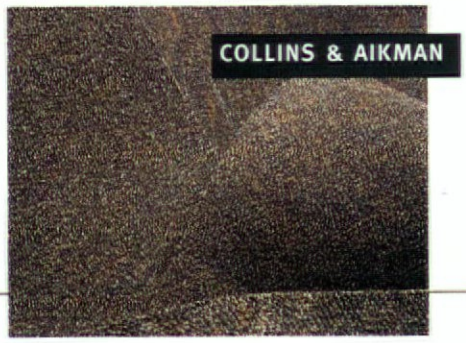
MODULAR / CARPET TILE

Uneven wearing from pedestrian traffic patterns and access to underfloor elements such as cabling are the reasons modular carpet or carpet tile has claimed nearly one-fourth of the carpet market. Owing to the physical and technical demands made on carpet tile, the product costs more than broadloom and is subject to never-ending innovation. Do seams lie flat? Are patterns non-directional? Is moisture or static a problem? Will casters rolling over? Such are typical demands raised by clients who contemplate a carpet tile application because they believe the product will maintain its appearance over time and minimize disruption of the workplace better than broadloom. Demands like these are business as usual for the Top Nine sources.









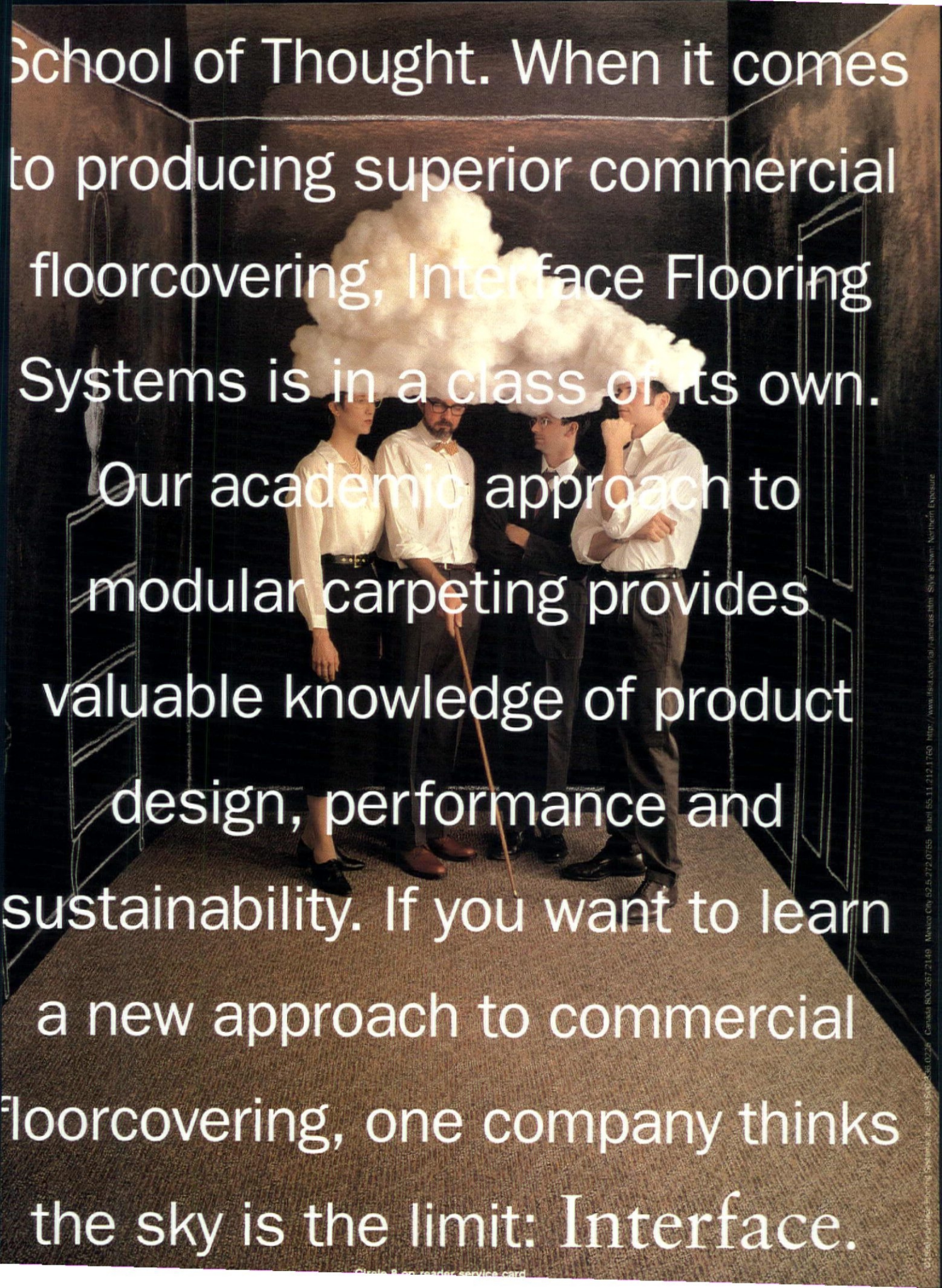








Also Ranked:
KARASTAN


School of Thought. When it comes
to producing superior commercial
floorcovering, Interface Flooring
Systems is in a class of its own.
Our academic approach to
modular carpeting provides
valuable knowledge of product
design, performance and
sustainability. If you want to learn
a new approach to commercial
floorcovering, one company thinks
the sky is the limit: Interface.

CERAMIC TILE

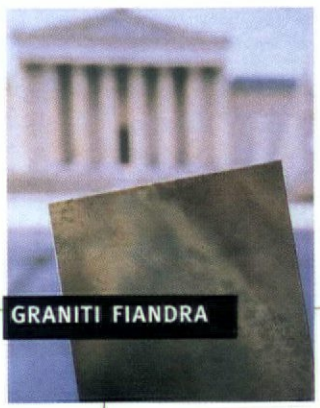
With a wearing surface that is hard, tough, color fast, impermeable and washable, ceramic tile has obvious, timeless attributes that have made it a favorite for centuries of heavy traffic. As a result, much of the attention in product innovation has focused on pattern, color and texture. With rising concern about legal liability from slip and fall injury, however, designers and their clients have called for special finishes that can dramatically increase ceramic tile's resistance to slippage. As a result, new manufacturing processes offer surfaces that can range from smooth and polished to rough and textured—a tile with an inordinately high coefficient of friction. The Top Ten sources, not surprisingly, are well known U.S. and European manufacturers.



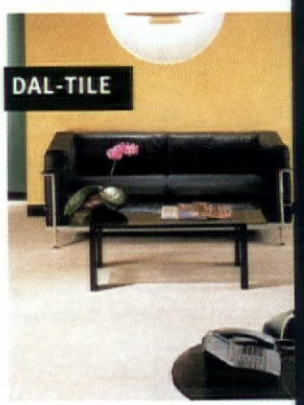
AMERICAN OLEAN



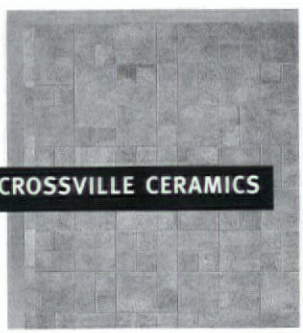
AMERICAN MARAZZI TILE



GRANITI FIANDRA



DAL-TILE



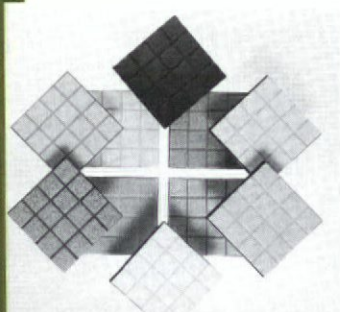
CROSSVILLE CERAMICS



FLORIDA TILE



UNITED STATES CERAMIC TILE



SUMMITVILLE TILE



BUCHTAL



LATCO

This is a ceramic floor tile.



(Lawn maintenance made easy.)

How can you resist? 1.800.680.tile





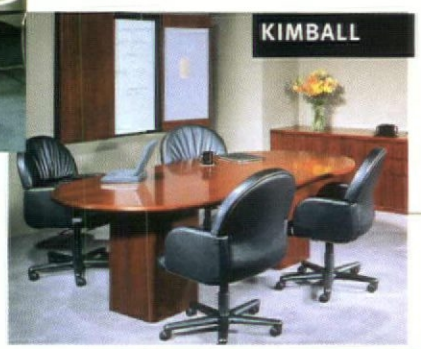

imagine tile

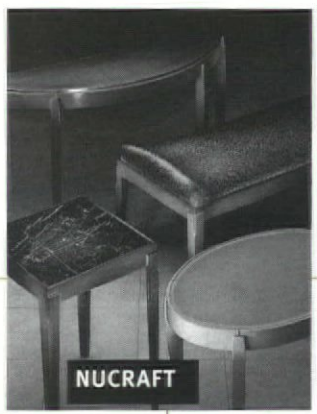
Circle 9 on reader service card

CONFERENCE TABLES

Traditionally, conference tables have been some of the most monumental pieces of furniture in an organization, the site of summit conferences among leaders or important decision making among the rank and file. Many conference tables are still perceived this way, of course, and are custom designed and crafted as fine furniture, even as cable grommets, microphones and other concessions to information technology intrude on expanses of wood, stone, leather or glass. But leaner, meaner economic realities are finally catching up to this venerable icon. Contemporary organizations often want to make fuller use of the conference room, and want modular tables in place of single monoliths. As a result, the Top Ten sources can take either approach.

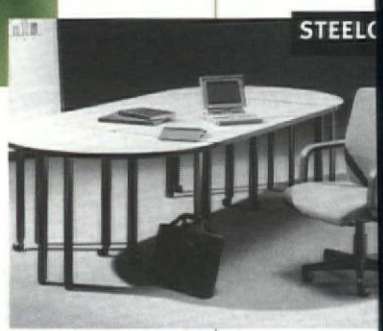

KNOLL


KIMBALL

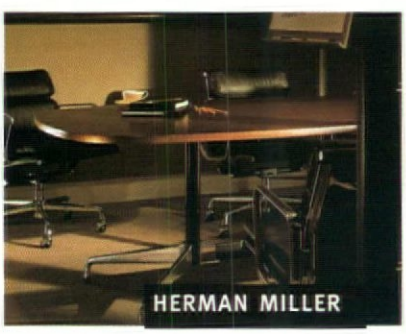

NUCRAFT

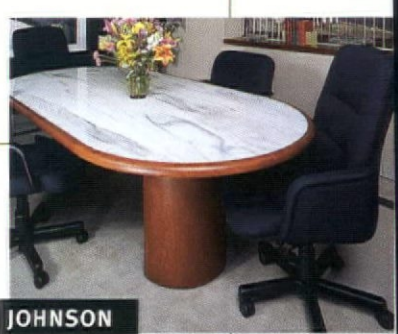

HOWE

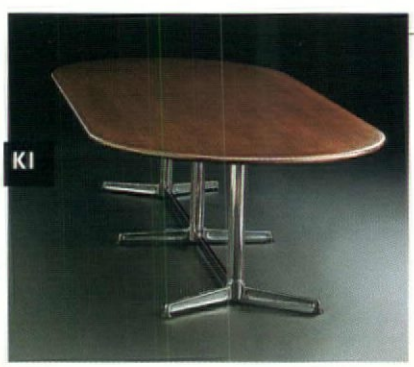

VECTA


STEELC


DAVIS


HERMAN MILLER


JOHNSON


KI

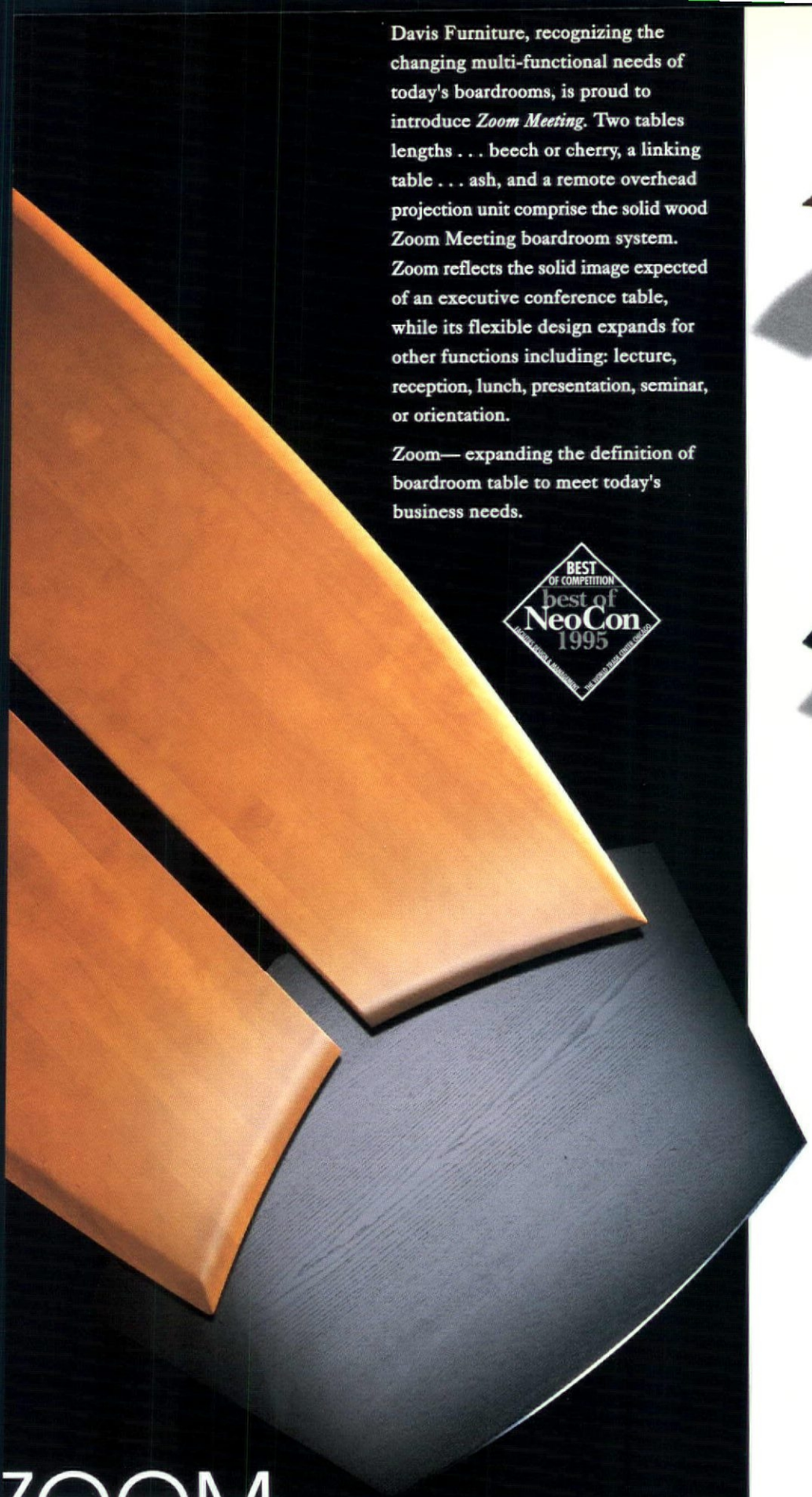
Also Ranked:
HBF

Frequently Mentioned:
HAWORTH
NEVERS
BERNHARDT
TUOHY
VERSTEEL

Davis Furniture, recognizing the changing multi-functional needs of today's boardrooms, is proud to introduce *Zoom Meeting*. Two tables lengths . . . beech or cherry, a linking table . . . ash, and a remote overhead projection unit comprise the solid wood Zoom Meeting boardroom system. Zoom reflects the solid image expected of an executive conference table, while its flexible design expands for other functions including: lecture, reception, lunch, presentation, seminar, or orientation.

Zoom— expanding the definition of boardroom table to meet today's business needs.

BEST OF COMPETITION
best of NeoCon 1995







ZOOM
MEETING
expands the possibilities

DAVIS

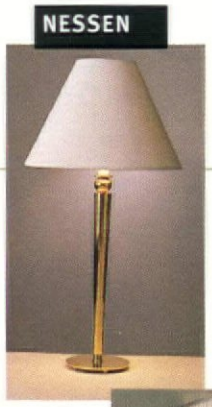
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DECORATIVE LIGHTING

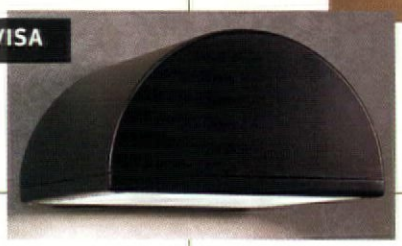
Floor and table lamps, pendants and sconces are valuable sources of both task and ambient lighting, important markers of visual scale and proportion, and vital makers of visual imagery in interior design. For these reasons, aesthetics can play nearly as important a role in their design as technology, and designers choose fixtures with considerable care, writing proprietary specifications to accomplish specific goals in their projects. In the market for decorative lighting fixtures, boutique manufacturers often exercise more clout than much larger concerns owing to the uniqueness of their product offerings. These lighting fixtures are not considered commodities—and not judged largely on price. It's a visible distinction in the Top Ten sources.

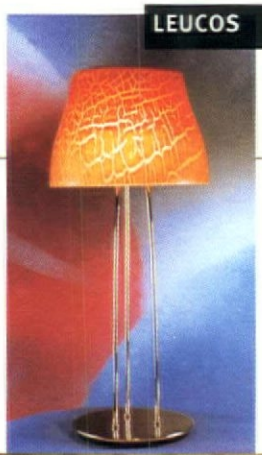

ARTEMIDE


BOYD


NESSEN

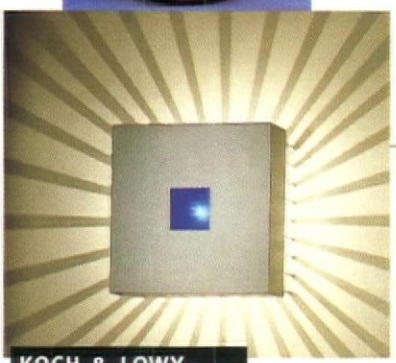

STIFFEL


VISA


LEUCOS


BALDINGER


LIGHTOLIER


KOCH & LOWY


FLOS

Frequently Mentioned Manufacturers:

FREDERICK COOPER
GEORGE KOVACS
HALO
POULSEN
WILDWOOD

LUCEPLAN LINEAROSSA

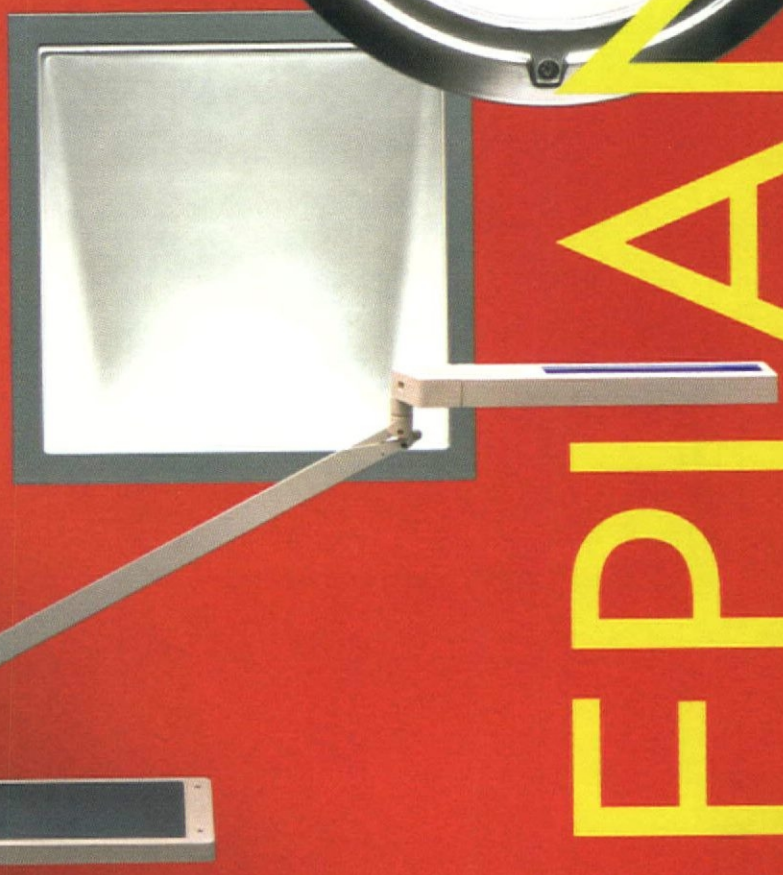


STRIP



METROPOLI

ORCHESTRA



BAP

The new Linearossa product line from Luceplan features energy-efficient, specification grade fixtures and portable lamps that are born of the same devotion to design that has consistently set Luceplan apart from other lighting manufacturers.

Highly-engineered and beautiful to behold, these performance oriented products are UL Listed, utilize the most current fluorescent light sources, and are ready for prompt shipment from our New York facility.

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New York, NY 10013
Tel. 212 989 6265
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Literature line:
1 800 268 7790

Linearossa
LUCEPLAN USA

design by Renato Toso and Noti Massari

Bringing Artistry to Light



V i t t o r i a

suspension



OVAL DIFFUSER IN SATIN, HAND-BLOWN MURANO GLASS AVAILABLE IN FIVE SHADES



wall P2





table T1

LEUCOS®
LIGHTING

Circle 12 on reader service card

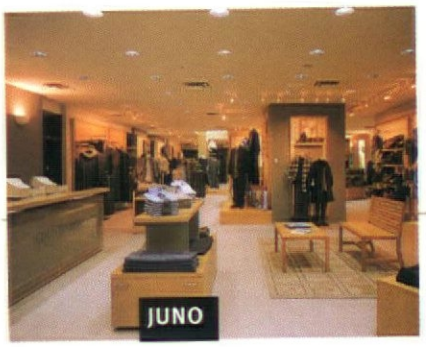
LEUCOS USA, Inc.
70 Campus Plaza II. Edison, N.J. 08837
Tel. (908) 225-9212 Fax (908)

ARCHITECTURAL LIGHTING

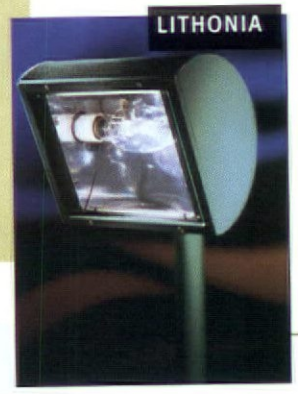
Lighting for the workplace can be as effective, energy efficient and attractive as designer and client want the solution to be. If the appearance of a workplace is critical to its success, as is often true in retailing, restaurants, hotels and entertainment, the lighting fixtures will play a conspicuous role, and designers will pay close attention to their proprietary specifications. If the visual aspect of a workplace is less compelling, the lighting fixtures are often treated as commodities, so one model might easily be substituted on "or equal" terms for another. Yet the drive towards higher quality lighting with low energy consumption and lower cost continues, and the Top Ten (eleven given a tie) sources reflect the ongoing need for innovative products.

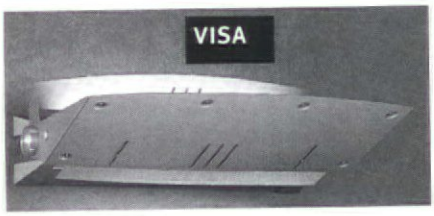

LIGHTOLIER


HALO

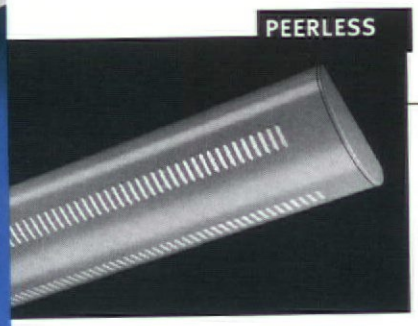

JUNO


RTEMIDE


LITHONIA

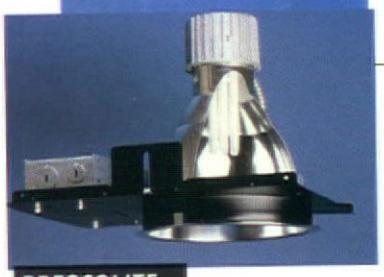

VISA


BOYD


PEERLESS


ZUMTOBEL


NESSEN

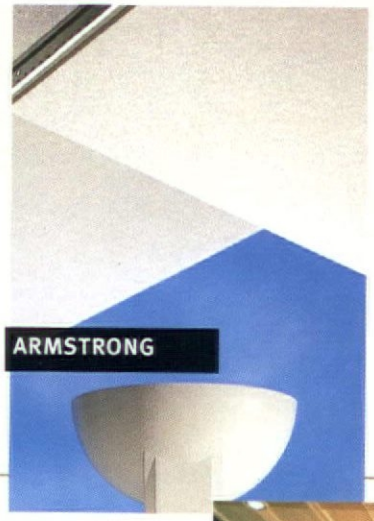

PRESCOLITE

Frequently Mentioned Manufacturers:

CAPRI
ELLIPTIPAR
PROGRESS
SPI
POULSEN
BALDINGER

CEILING SYSTEMS & TILES

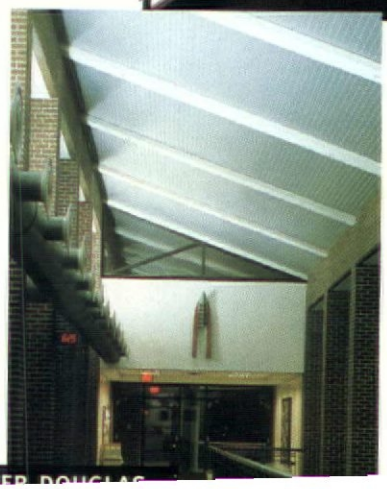
A lot can happen in the space at and above the ceiling plane in facilities. Lighting fixtures are frequently recessed into the plenum, along with HVAC, security and life safety sensors, wet and dry sprinklers and a growing volume of cabling for power, voice and data, often placed in cable trays left open for quick access. How is all this paraphernalia handled? Among the leading possibilities are a suspended ceiling of acoustic tile or dry wall. When image is more important and budget allows, a designer can work with specialty ceiling systems manufacturers to achieve highly original solutions that give a signature look to a space. The Top Five sources (the numbers fall off sharply afterwards) largely represen acoustic tile and dry wall solutions.





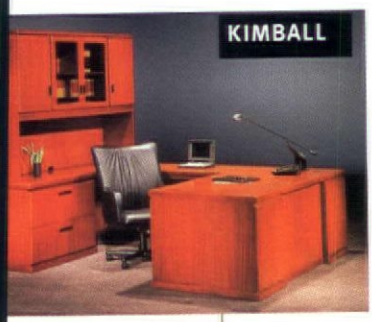






DESKS & CREDENZAS

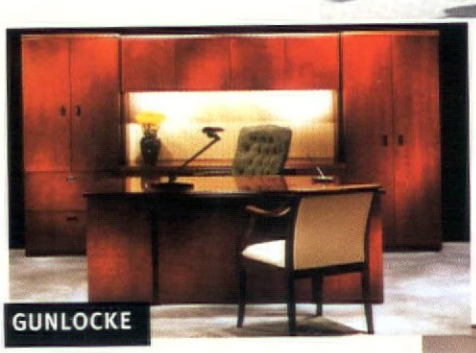
Having served their purpose for centuries, desks and credenzas are not about to fade away even as furniture systems redefine themselves and the Information Age ponders whether or not to have offices at all. What a desk or credenza is expected to do has changed drastically in the last two decades, of course. Though reading, handwriting and computer monitoring can still be conducted at the traditional 29-31-in. height of desks, computer keyboards and CPUs are incompatible with many desk returns, and printers, faxes, copiers, modems and a host of other office machines may or may not find graceful repose atop credenzas. Yet the imagery of these products as symbols of office is potent enough that the Top Ten sources stay busy in production.


KIMBALL

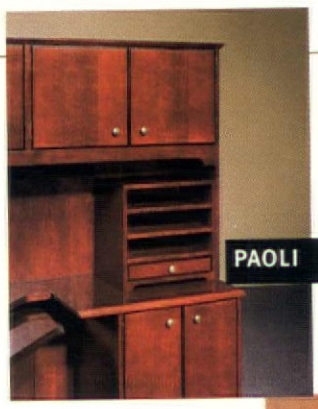

HAWORTH

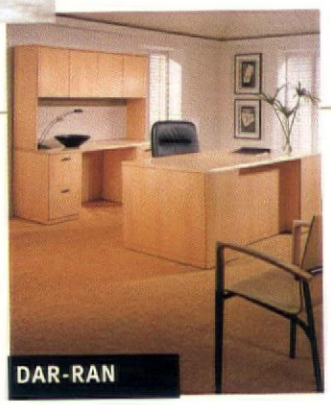

STEELCASE


KNOLL

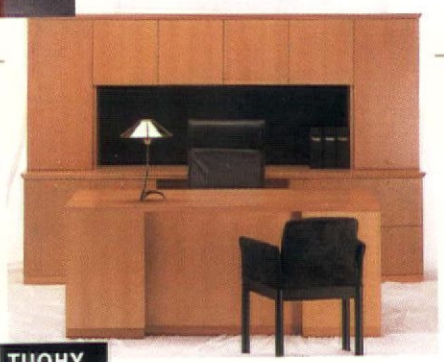

GUNLOCKE


RNHARDT


PAOLI


DAR-RAN


HALCON


TUOHY

Frequently Mentioned Manufacturers:

GEIGER BRICKEL
HBF
HON
HERMAN MILLER
OFS

C A R R A R A

Utilizing distinctive sloping edges and a centered concave reveal, the Carrera Collection by Gianni blends contemporary and classic design elements with functionality and superb workmanship. Designed by Salvatore Graziano and Mark Stenftenagel, the Carrara Collection is available in a full range of components and in a wide variety of woods and finishes. Contact Gianni for more information.



Photography:
George Lambros

GIANNI

SILVER
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SIGNATURE 2600



The Signature 2600 collection of modular casegoods sets a higher standard for flexible, integrated office furniture. The Signature 2600 collection offers real-world adaptability and comprehensive design with exceptional craftsmanship at a moderate price. The collection is available in various design details and two wood species in a full range of stains and colors. Contact Gianni for more information.

GIANNI

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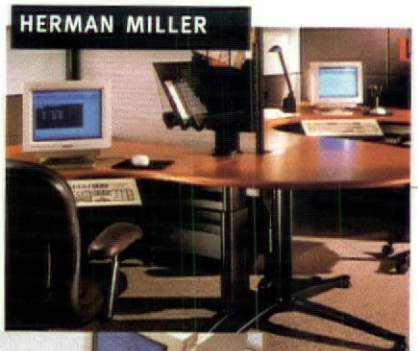
Circle 14 on reader service card

COMPUTER SUPPORT FURNITURE

Given the brief history of the PC, just over 15 years old, its conquest of the commercial and institutional worlds is astounding. Virtually everyone in an organization uses a PC at work, from the assembly line worker to the CEO. As a result, the persistent lack of ergonomic compatibility among the typical office work station, the PC and the office worker remains a source of confusion, discomfort and disability—the latter due to repetitive stress injury (RSI) on the job. The problem is caused in part by widespread ignorance of the complex causes of RSI, the refusal of employers to improve conditions on the job and the failure of many so-called ergonomic products to alleviate RSI. Time will tell if designers find genuine help from all the Top Ten sources.



STEELCASE



HERMAN MILLER



HAWORTH



KNOLL



KI



ALLST



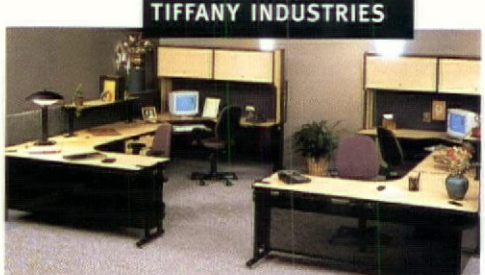
NOVA SOLUTIONS



HON



SIS HUMAN FACTOR TECHNOLOGIES



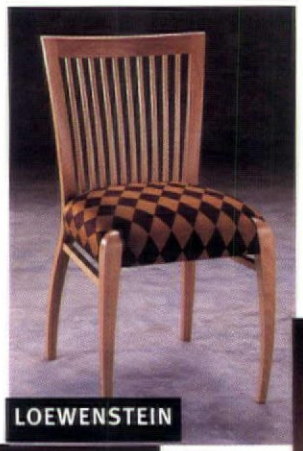
TIFFANY INDUSTRIES

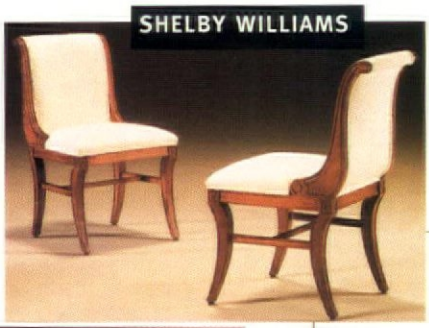
Frequently Mentioned Manufacturers:

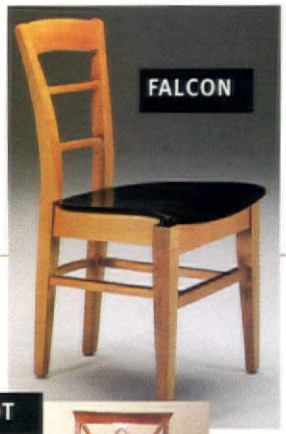
BRETFORD
ERGO SYSTEMS
MARVEL
MAYLINE
VECTA

DINING SEATING

Restaurateurs and other food service operators are well aware that looks, comfort, durability, and cost are as much a part of the equation for a successful fast-food operation as they are for a full-service restaurant. Aesthetics must be commensurate with theme and level of service, since seating helps set the tone of any design. Comfort varies with how long customers are expected to linger to achieve the requisite number of turn overs. Durability goes without saying, so that even those chairs that could meld with any residential setting are actually much tougher than they appear. Cost is dear to any restaurateur's soul as he or she tries to keep meals both affordable and profitable. Good value is indeed a hallmark of the products of this year's Top Ten sources.


LOEWENSTEIN


SHELBY WILLIAMS


FALCON


KNOLL

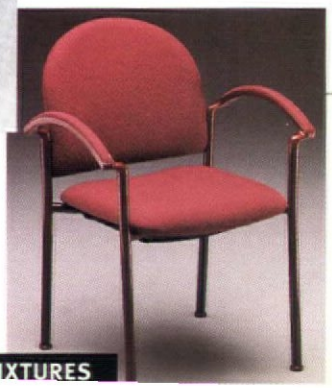

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FIXTURES

Frequently Mentioned Manufacturers:

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ICF
MTS
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STEELCASE

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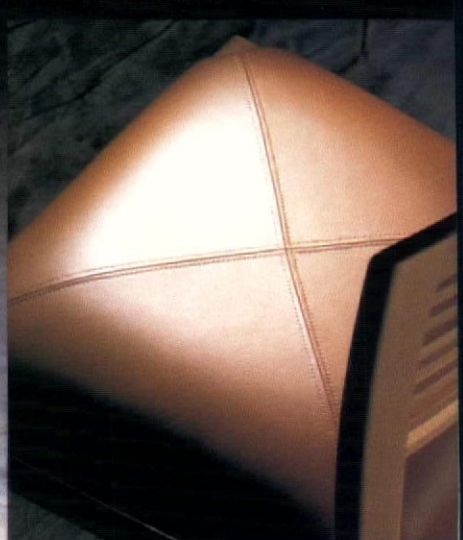
DESTINED TO BE A CLASSIC



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Photography: Karl D. Francetic
New Milford, CT



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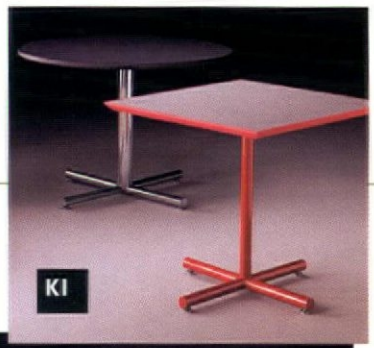
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DINING TABLES

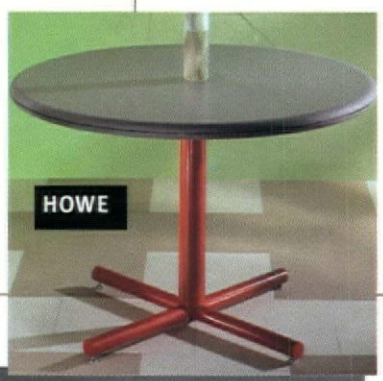
Much of the industrial design and engineering incorporated in the manufacturing of a dining table centers on the base, where the hardware and tooling are concentrated. Yet the top cannot be ignored either, because it is subject to daily stress from abrasion, soiling, moisture, lighted cigarettes and rough handling. Thus, many manufacturers prefer to devote their efforts to fabricating interesting table tops while buying their bases from a handful of industry leaders. The category has been the subject of increased attention in recent years as cost-cutters in corporate America encourage designers to choose modular dining tables that can be reconfigured into conference tables. Such an option is generally available from the Top Ten sources.

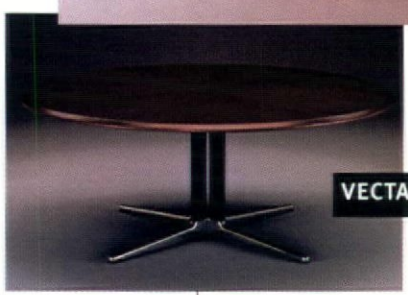

FALCON


JOHNSON


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FIXTURES FURNITURE®

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The D Chair



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The Encore

FIXTURES FURNITURE

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Circle 19 on reader service card

IIDA

ERGONOMIC SEATING

When Herman Miller introduced the Ergon chair in 1976, designed by William Stumpf, it fired an ergonomics shot heard 'round the workplace—and the race to invent healthy and adjustable office task seating was on. While few chairs in the 1990s can truly claim to be innovative, chair manufacturers are now focusing on balancing technology and cost to create winning combinations. Their incentives are two-fold: Customers want ergonomic chairs to counter repetitive stress disorders, and advances in production engineering make possible better chairs with more features at lower costs. If there is a surprise among the Top Ten sources, it is that few European manufacturers are mentioned.

HERMAN MILLER



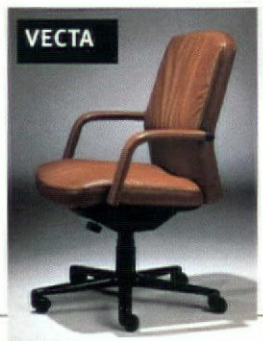
STEELCASE





KNOLL

VECTA



HARTER





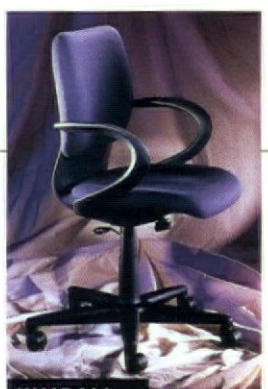
HAWORTH



KI



UNITED CHAIR



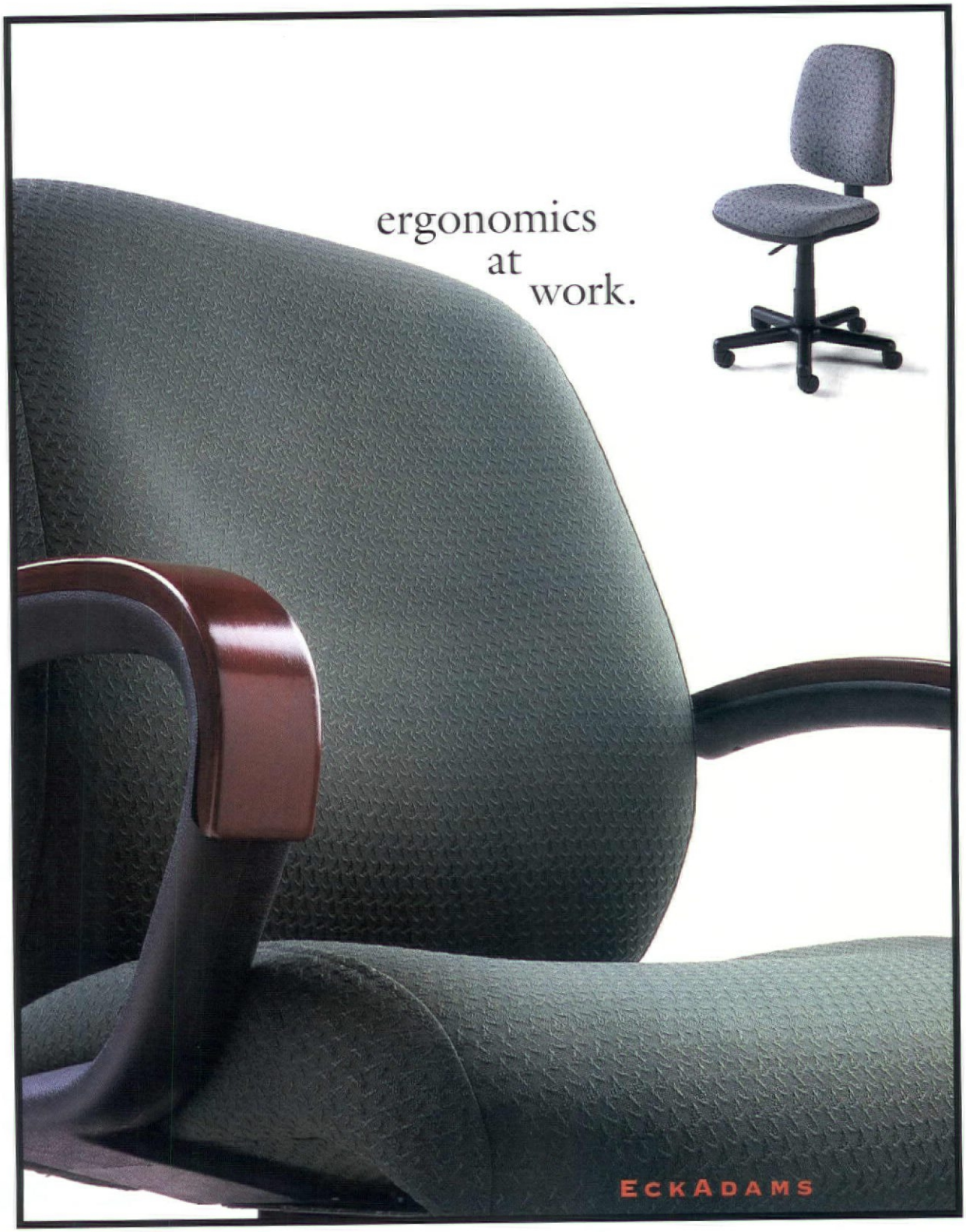
KIMBALL



GIRSBERGER

Frequently Mentioned Manufacturers:

AMERICAN SEATING
ECKADAMS
HAG

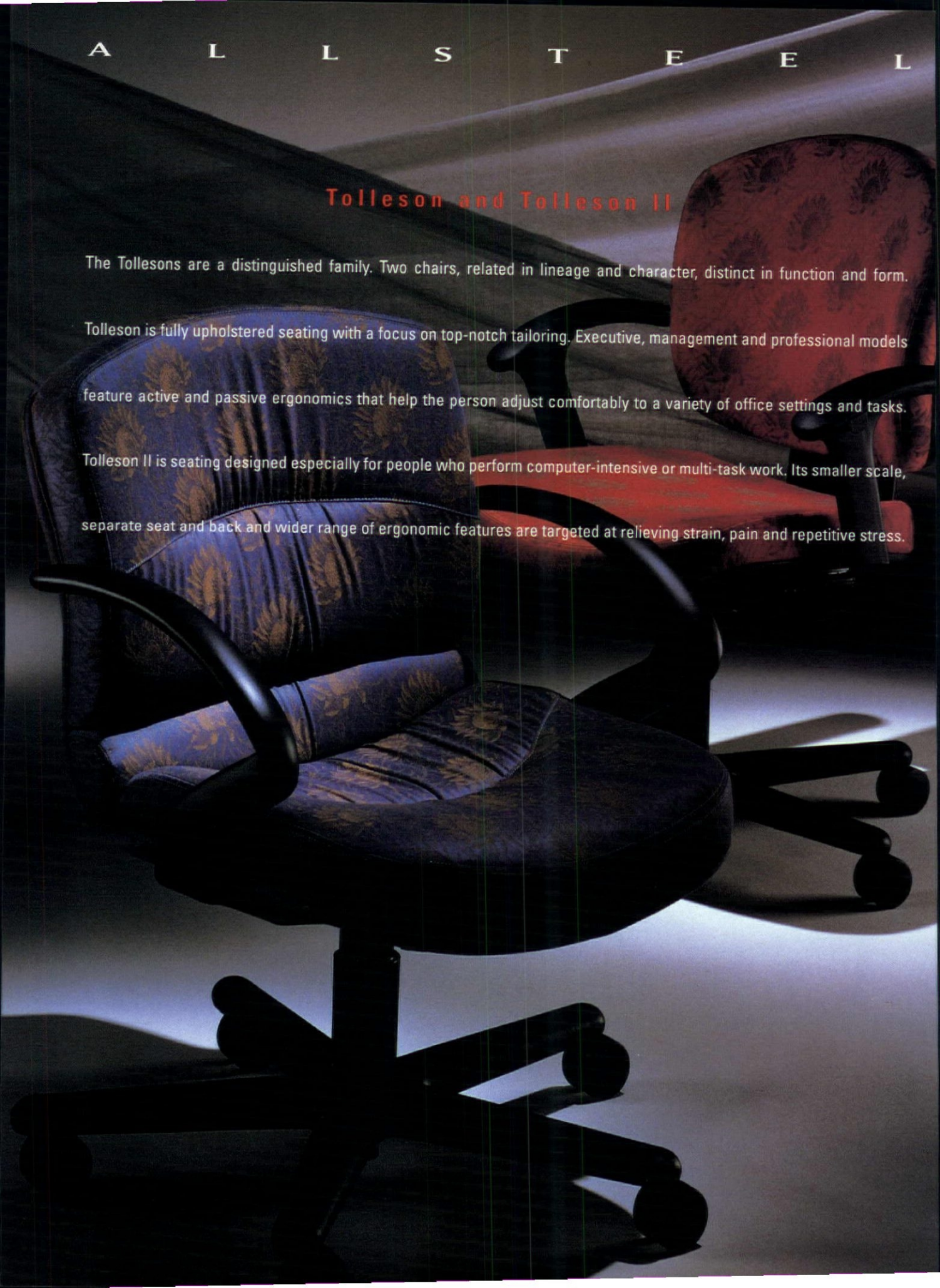


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A L L S T E E L

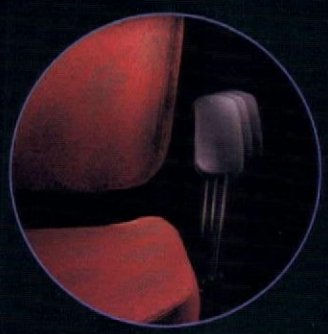


Tolleson and Tolleson II

The Tollesons are a distinguished family. Two chairs, related in lineage and character, distinct in function and form.

Tolleson is fully upholstered seating with a focus on top-notch tailoring. Executive, management and professional models feature active and passive ergonomics that help the person adjust comfortably to a variety of office settings and tasks.

Tolleson II is seating designed especially for people who perform computer-intensive or multi-task work. Its smaller scale, separate seat and back and wider range of ergonomic features are targeted at relieving strain, pain and repetitive stress.











A Full Line

Five sizes
Four motions
Specialty models
Functional and
Aesthetic options
for every application

Easy To Use

Make adjustments
while seated
Fully adjustable models
or models with
passive ergonomics
ANSI/HFS models for
one-size-fits-all

A Good Investment

Resilient/longwearing
Field-installed parts keep
pace with change
Meets ANSI/BIFMA
structural testing
Strongest warranty
in the industry

A Good Neighbor

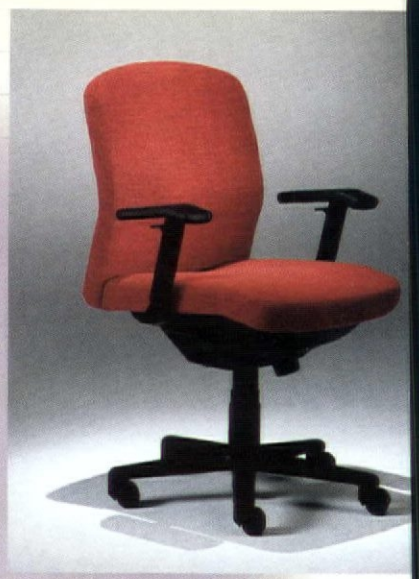
CFC-free foam
Powder coated/no solvents
Re-used overspray
VOC-free adhesives
Minimum 20% recycled
material in plastic parts

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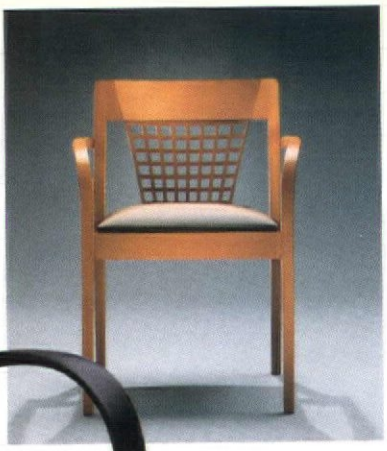
VECTA

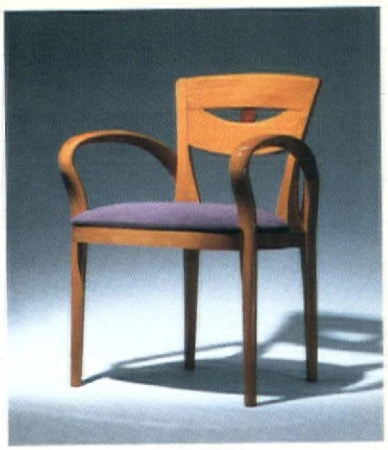
Circle 22 on reader service card

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'S SITTING STILL.

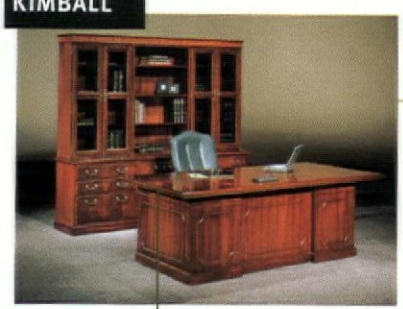


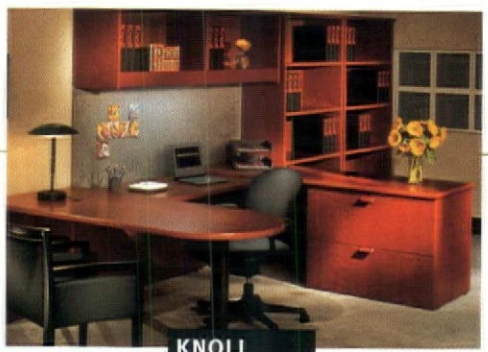


EXECUTIVE OFFICE CASEGOODS

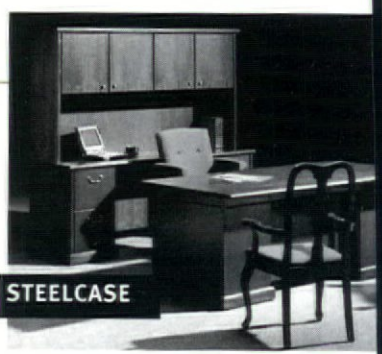
For all the restructuring, downsizing, delayering and other attempts to make American organizations more responsive to global economic conditions, a political and social hierarchy persists that is acknowledged in both the form and function of the workplace. While the actual tasks of executives keep them on the go much of the time, they still enjoy larger facilities and higher furnishings budgets than absolutely necessary. The obvious reason why is the symbolic need to express their identity to colleagues and visitors alike. Woe be to the subordinate who fails to detect the signs of rank and breaches etiquette on a dress-down Friday! Consequently, fine wood furniture prevails in the executive office, a staple for some if not all of the Top Ten sources.

KIMBALL





KNOLL



STEELCASE

HERMAN MILLER



GEIGER BRICKEL

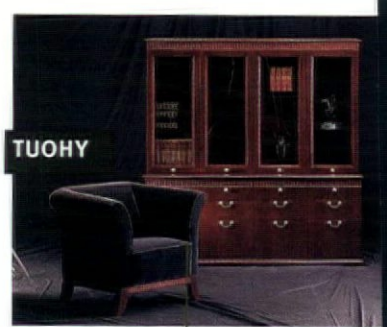




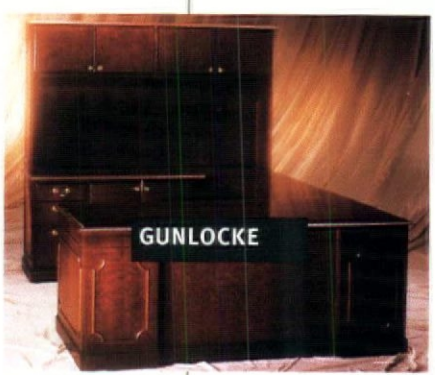
HALCON

BERNHARDT





TUOHY



GUNLOCKE



HAWORTH

Frequently Mentioned Manufacturers:

HBF
METRO
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SIGNATURE 2500



Photography: George Lambros

The Signature 2500 collection of modular casegoods sets a higher standard for flexible, integrated office furniture. The Signature 2500 collection offers real-world adaptability and comprehensive design with exceptional craftsmanship at a moderate price. The collection is available in seven design details and five wood species in a full range of stains and colors. Contact Gianni for more information.

GIANNI

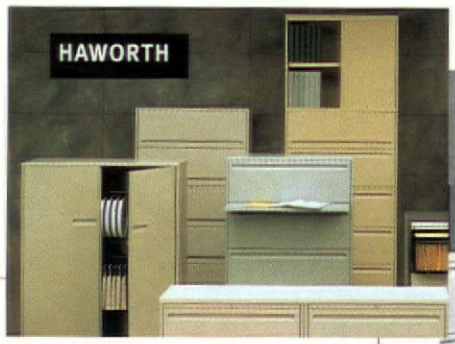
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FILES & STORAGE

Cynics say that files and storage are a tonnage business that hinges on the price for a ton of processed steel delivered FOB. That misses the point today. Manufacturers are introducing features to assure us that all products are not created equal. Physical construction, for example, can vary so that some products are less susceptible to racking and misalignment, while others are unlikely to lose items to dead space at the back. Better hardware can spell the difference between smooth and balky drawers. Good weight distribution can determine if flipper doors need a fingertip or a football lineman to open. And centrally controlled access software can add a new dimension of security. No, it's not a tonnage game anymore among the Top Ten sources.


HAWORTH


STEELCASE

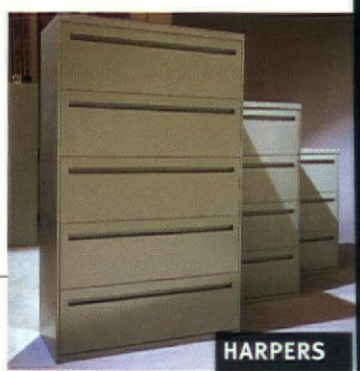

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OFFICE SPECIALTY


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A L L S T E E L

Lateral Files

Nobody builds lateral files like Allsteel. After all, we invented them. Allsteel engineering and strong steel construction have made these rugged storage solutions an enduring tradition in offices worldwide. File drawers that permit front-to-back and side-to-side filing of letter, legal, A4 and EDP documents set the standard for function. And as for options, Allsteel laterals are offered in 24 basic sizes with 30 interior variations. Four distinctive pull styles, optional custom drawer fronts and a pallete of more than 30 timely colors ensure that hardworking and durable needn't mean dull



Circle 24 on reader service card

ALLSTEEL

Lateral File Competitive Comparison

	Allsteel 5400 Series	Steelcase 900 Series	Meridian 2600 Series	Haworth Places	Knoll Calibre	OFC Spec Storage	Harpers	Krueger 700 Series
Special Color Policy (Based on Initial Order)	**1-10 units = $250 net. 11 + units = no upcharge, 10% upcharge on white**	Minimum order $20,000 list = no-upcharge	Minimum order $5,000 list = no-upcharge/ Below $5,000= $250 list upcharge	Minimum order $20,000 list + from 0-2% upcharge based on order size	10% upcharge	10% upcharge on whites & metallics, no upcharges on others, reserve right to review all requests	Quote per job	no-upcharge but extended lead time
Built in knock-outs for easy file ganging	**Yes**	Yes	No	Yes	No	Yes	Yes	Yes
Upcharge for front-to-back filing	**No**	No	No	Yes	No	Yes	Yes	yes
Master keylog option	**Yes-$11 list per lock**	Yes-$15 list per key	Yes-$10 list per key	Yes-$9 list per lock	Yes no charge	Yes-$30 list	unlisted	Yes-$45 list per key
Number keys in series	**200**	150	165	Unlisted	150	unlisted	unlisted	200
Drawer front construction	**Full double wall**	1/2 single wall 1/2 double wall	Double wall	single wall	single wall	1/2 single wall 1/2 double wall	1/2 single wall 1/2 double wall	1/2 single wall 1/2 double wall
Hex-head glide for easy inside file leveling	**Yes**	No	No	No	No	No	No	No
Adjustable drawer back to accommodate multiple paper sizes	**Yes**	No	No	Yes	Yes	No	No	No
Suspension type	**Unique s-slide with nylon covered steel rollers-w/104 ball-bearings per drawer**	Steel on steel ball-slide w/16 ball-bearings per drawer	Steel on steel ball-slide w/104 ball-bearings per drawer	Steel on steel ball-slide w/84 ball-bearings per drawer	Steel on steel ball-slide w/80 ball-bearings per drawer	Steel on steel ball-slide	Steel on steel ball-slide	Steel on steel ball-slide
Scissor equalizer on drawers and shelves to eliminate racking and provide smooth operation	**Yes**	No	No	No	No	No	No	No
Multiple drawer options	**Yes**	Yes	Yes	Yes	Yes	Yes	Only 6" and 12" high	Yes
Double bottom	**Yes**	Yes	No bottom	No	No	No	No	No
Warranty	**12 Years**	Lifetime to initial owner	10 Years	Lifetime to initial owner	10 years-non-moving components, 5 years-mechanisms	10 Years	10 years to initial owner	10 Years

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Which company is so confident in their Lateral Files they back them with a 10 year warranty?

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1.800.826.0152

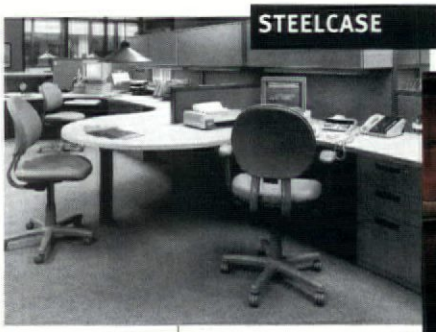
A Unit of Kimball International Marketing, Inc.
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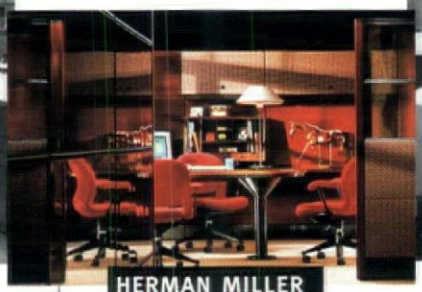
Circle 25 on reader service card

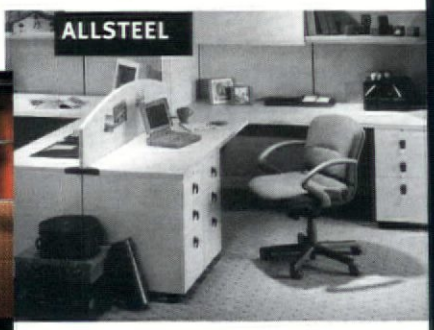
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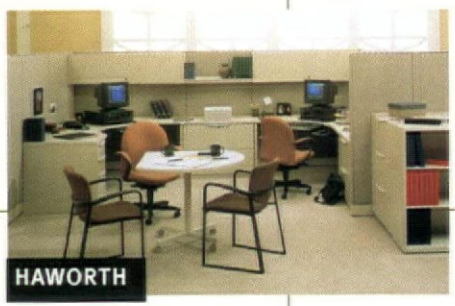
FURNITURE SYSTEMS

Every revolution ages as the circumstances behind its success unravel, including the introduction of the open-plan office, which first appeared as office landscaping or bürolandschaft in the 1960s. Such is the position of furniture systems today, some 20 years after they joined the mainstream of office furniture specified for corporate America. Their most prized attribute, the ability to be endlessly reconfigured to form small but serviceable offices, has been taken for granted. But they are also perceived to be complex, heavy and expensive, qualities out of favor in the 1990s. In fact, some designers and their clients have reverted to freestanding furniture, forcing many Top Eleven (a tie) sources to develop simpler and more cost-effective products.


STEELCASE

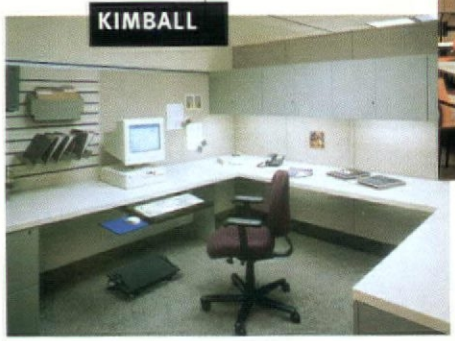

HERMAN MILLER


ALLSTEEL


HAWORTH


TRENDWAY


KNOLL


KIMBALL


TEKNION

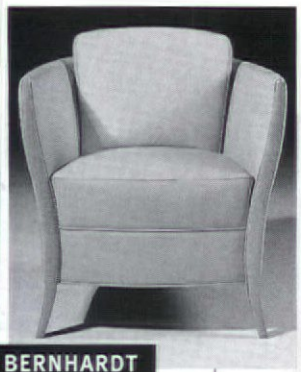

SMED


HON


PANEL CONCEPTS

LOUNGE SEATING

If there is still room in the commercial and institutional worlds for a moment of reflection in a hectic day, it can be found in reception areas, hotel and restaurant lounges, waiting rooms and transportation terminals, where lounge seating permits us to pause, however briefly. What constitutes good lounge seating? The problem goes beyond comfortable contouring and upholstery to the many real-life situations in which lounge seating is subjected to stress. Yes, there will be soiling, staining, abrasion and moisture. And how about standing on the seat cushion, testing a knife on the upholstery or lying down across several seats for a nap? If public life still manages to keep up appearances, it is with the help of the Top Ten sources.



BERNHARDT



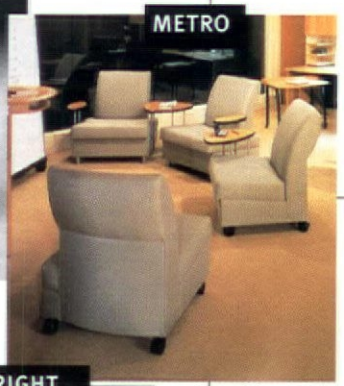
BRAYTON



HBF



GI



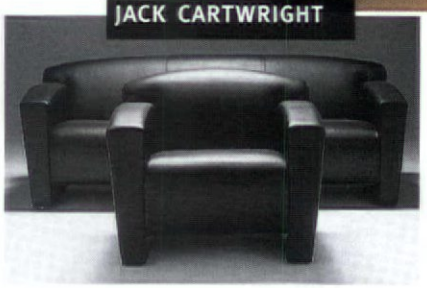
METRO



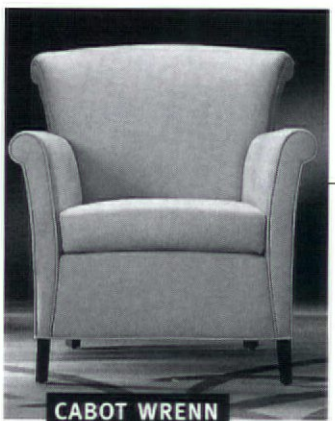
KNOLL



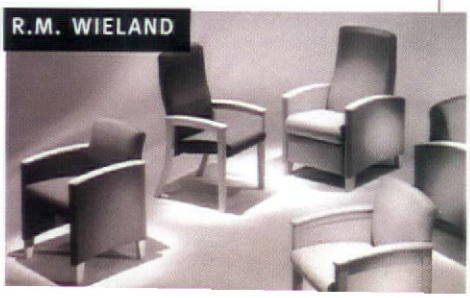
DAVID EDWARD



JACK CARTWRIGHT



CABOT WRENN



R.M. WIELAND

Frequently Mentioned Manufacturers:

CAROLINA BUSINESS FURNITURE
KI
KIMBALL
LOEWENSTEIN
HERMAN MILLER

GENERAL OFFICE CASEGOODS

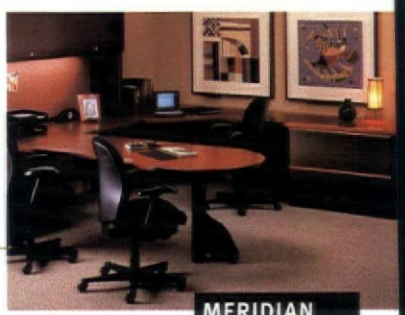
Believe it or not, offices furnished with freestanding desks, credenzas and the like still exist in America, due to tradition and the fact that general office casegoods still satisfy many organizations. Is this historic revisionism? Not at all. Many designers and their clients are reintroducing these products where furniture systems once reigned supreme in an effort to lower cost or improve response time. Designers have long known that offices of dry wall partitions and freestanding furniture—particularly modular—can mimic open-plan offices to a surprising degree, as long as the dry wall remains in place. Is this gambling with fate? How often do organizations actually reconfigure their systems partitions? The answer is no secret to the Top Ten sources.

KIMBALL



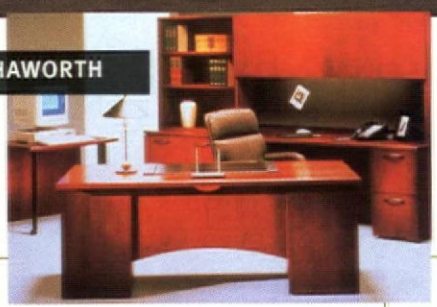
STEELCASE



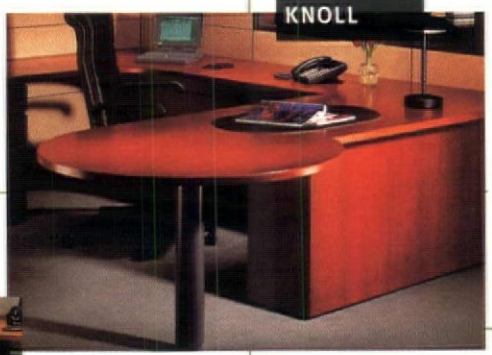


MERIDIAN

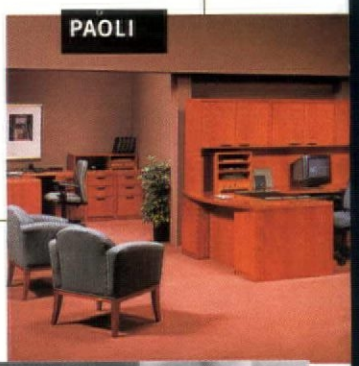
HAWORTH



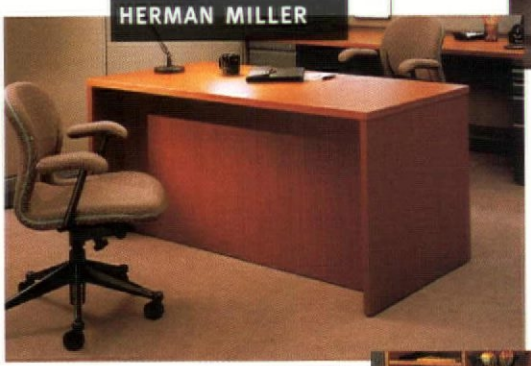
KNOLL



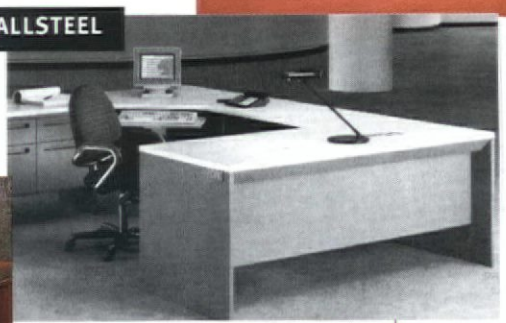
PAOLI

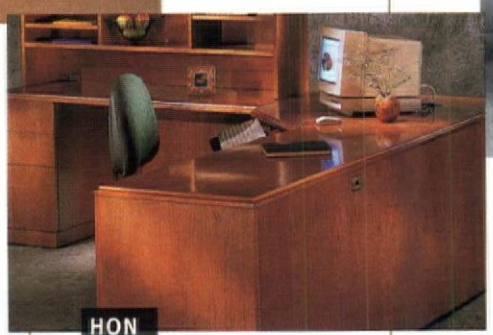


HERMAN MILLER



ALLSTEEL

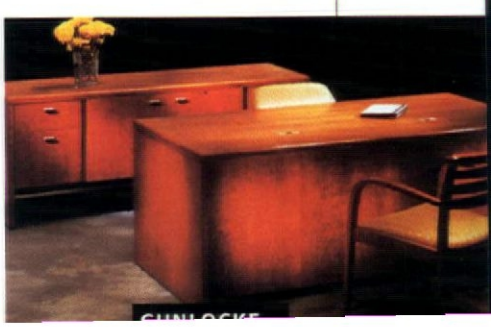




HON

Frequently Mentioned Manufacturers:

BERNHARDT
GF
HALCON
JOFCO
NUCRAFT
OFS



You're looking at the only thing we make: Genuine hardwood bookcases.



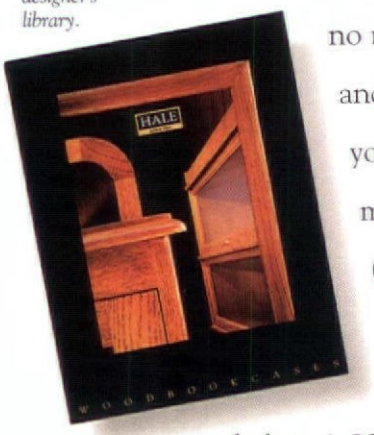
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HALE
SINCE 1907
WOOD BOOKCASES

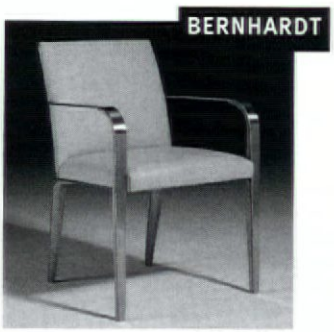
Made in USA

Hale Mfg. Co., P.O. Box 751 Herkimer, N.Y. 13350 (315) 866-4250 Fax: (315) 866-6417

Circle 29 on reader service card

GUEST SEATING

Inviting a guest to sit in a chair that is elegantly detailed, meticulously executed, but generally lacking in any controls whatsoever for adjustment seems almost perverse when the host occupies an ergonomic office task chair. (Is this an exercise in power whereby the host dictates the status, posture and comfort of the guest?) So strong is social convention that guest seating continues to flourish either as lower cost, higher volume products or as higher cost, lower volume products, often designed as part of a larger office ensemble with matching desks, credenzas and tables. Guest seating may never need to be more than decorative furniture, but it provides good opportunities to showcase aesthetics, construction and craft for the Top Eleven (tie) sources.

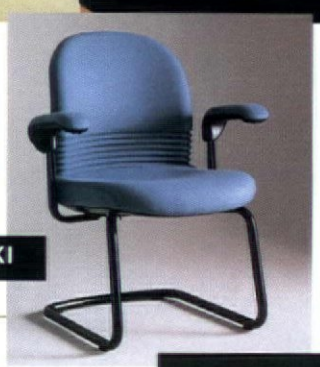


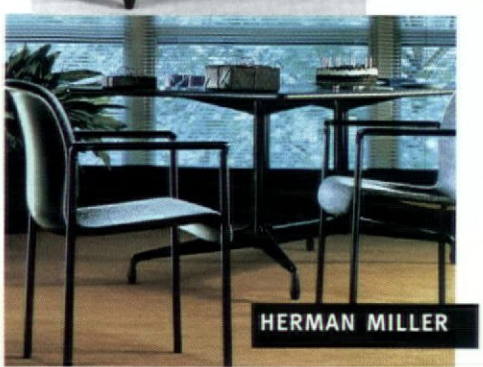










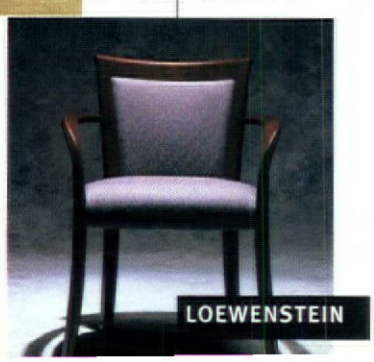




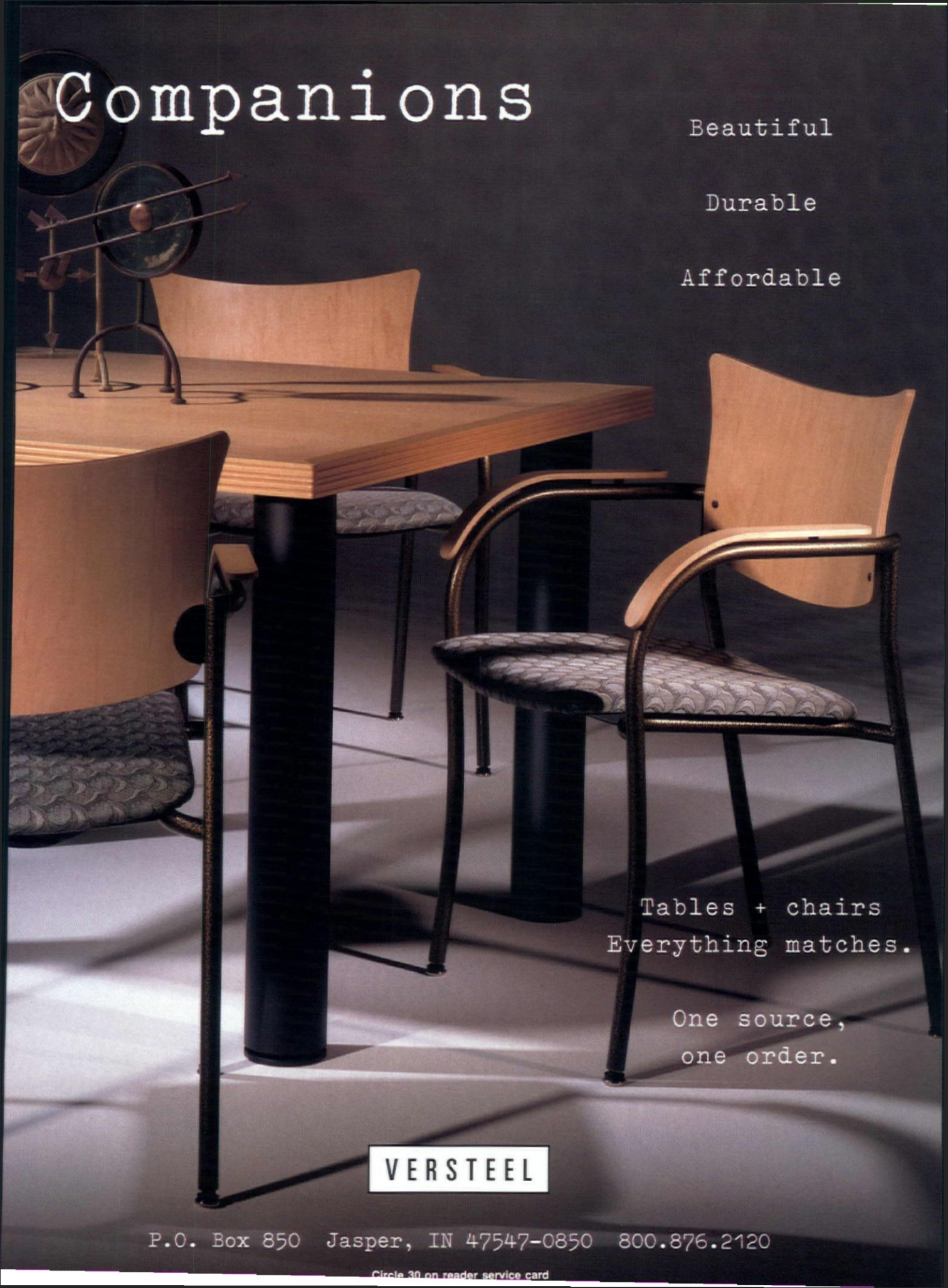


Frequently Mentioned Manufacturers:

DAVIS
FIXTURES
GEIGER BRICKEL
GUNLOCKE
HAWORTH
PAOLI
SHELBY WILLIAMS



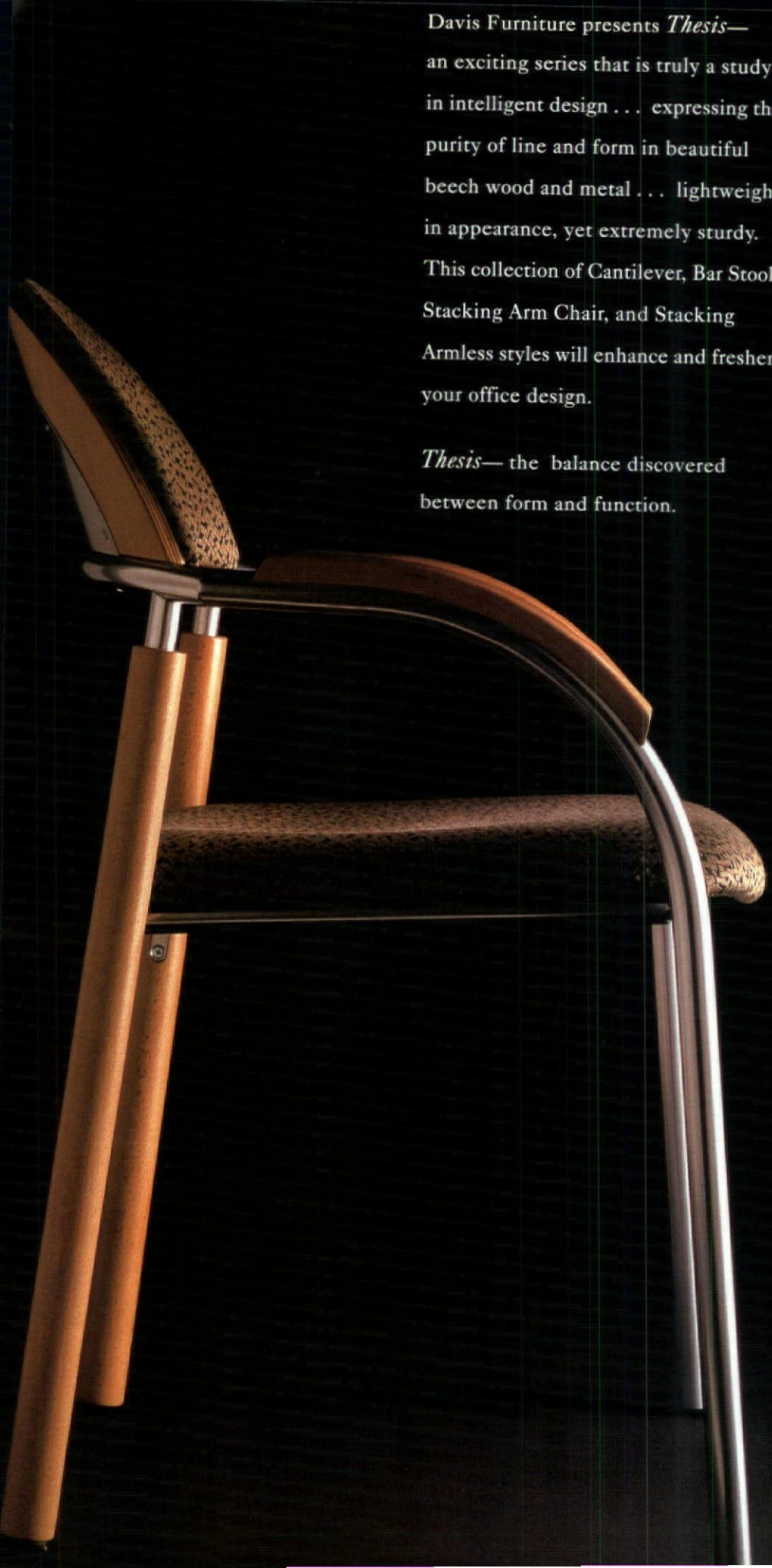




Circle 30 on reader service card

Davis Furniture presents *Thesis*— an exciting series that is truly a study in intelligent design . . . expressing the purity of line and form in beautiful beech wood and metal . . . lightweight in appearance, yet extremely sturdy. This collection of Cantilever, Bar Stool, Stacking Arm Chair, and Stacking Armless styles will enhance and freshen your office design.

Thesis— the balance discovered between form and function.











DAVIS

Davis Furniture Industries, Inc.
2401 S. College Drive
High Point, NC 27261-2065 USA
phone: 910 889 2009
fax: 910 889 0031

Circle 31 on reader service card

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VINYL UPHOLSTERY

Upholstered seating is usually preferable to unupholstered seating, at least in terms of accommodating the human body. However, there are numerous occasions in which environmental conditions favor the use of vinyl upholstery. For the commercial or institutional facility where soiling, staining, moisture and abrasion are expected on a daily basis, vinyl upholstery holds up without complaint. Yet the designer who is also intent upon introducing a warmer, more intimate look and feel to the seating in such an interior will be happy to know that manufacturers are continuing to expand their choices with patterns, colors and textures that evoke the presence of woven textiles. Yes, it's vinyl, as the Top Nine sources proudly proclaim.

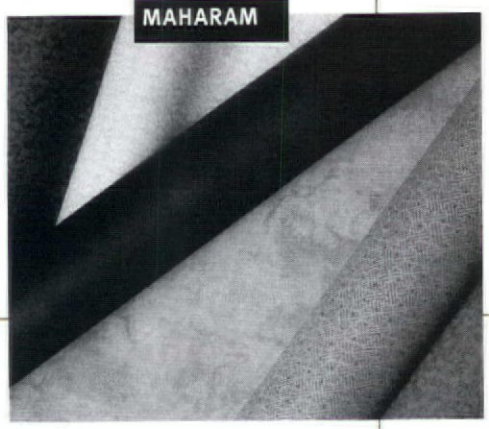


MOMENTUM



DESIGNTEX

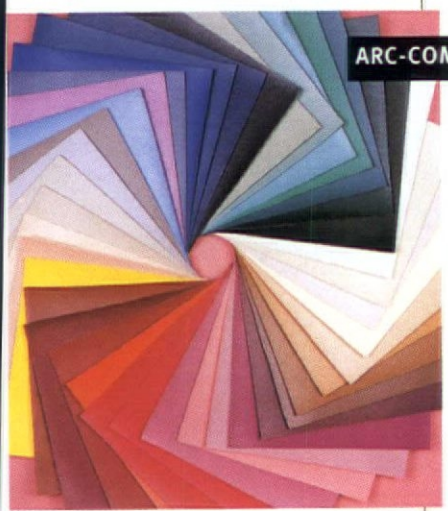
MAHARAM





PAUL BRAYTON DESIGNS

ARC-COM





WILLOW TEX

Also ranked:

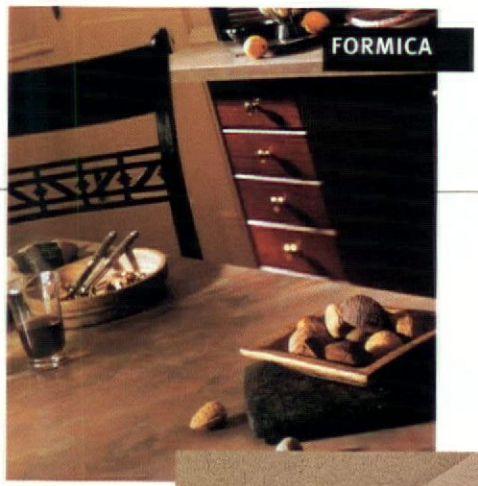
UNIROYAL
ATLANTA ARCHITECTURAL TEXTILES
ARCHITEX

LAMINATES

Sandwiches of paper and resin bonded through heat and pressure, laminates are commonplace in applications where durable, impermeable and cleanable surfaces are desired, especially work surfaces in offices, food service, retailing, health care and education. Though laminates can be considered commodities, the industry works hard to introduce convincing distinctions, including timely styling of patterns, colors and finishes, versatile technical properties and better customer service. In many instances, higher grade products actually reinforce an upscale image by eliminating such obvious blemishes as visible edges or introducing greater thickness that retains formability. Relentless competition for the designer's loyalty is common among the Top Six sources.

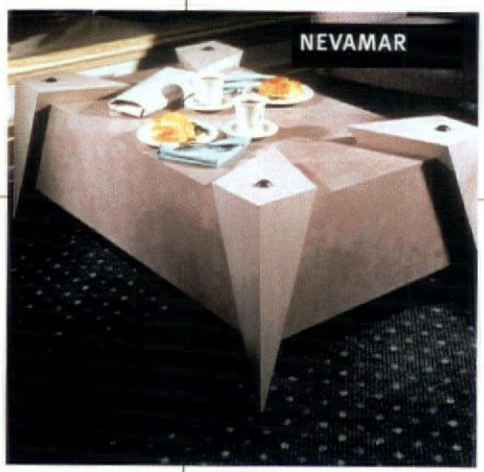
WILSONART





FORMICA

NEVAMAR

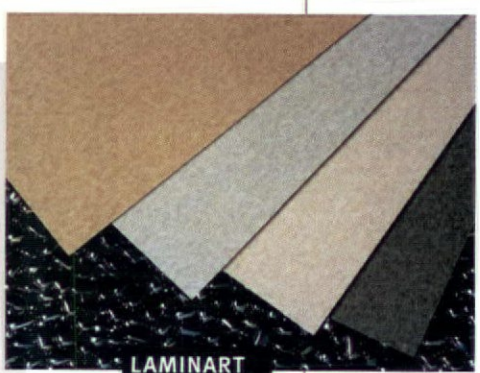




PIONITE

ABET LAMINATI





LAMINART



Wilsonart® Chemsurf® Chemical-Resistant Laminate

Use The Smart Source To Take The Line Of Most Resistance.



While most manufacturers take a Henry Ford "you can get it in any color you want, as long as it's black" approach to chemical-resistant laminate, we offer Wilsonart® Chemsurf® Chemical-Resistant Laminate in more colors and finishes than anybody. And that's another reason why Wilsonart International is known as The Smart Source.

Choose from 22 standard colors (and over 200 more by special order) in two finishes – with no minimum order requirements. Postforming and fire-rated grades are also available. Chemsurf meets all NEMA standards. And remember, it's the only laminate that won't support the growth of bacteria commonly found in labs. But Chemsurf is also ideal in any application where heavy cleansers are indiscriminately used.

So in the case of Chemsurf, the line of most resistance is actually the easy way to go. And the way that will help you succeed best. Call 800-433-3222 for literature, samples or more information.

Why resist?





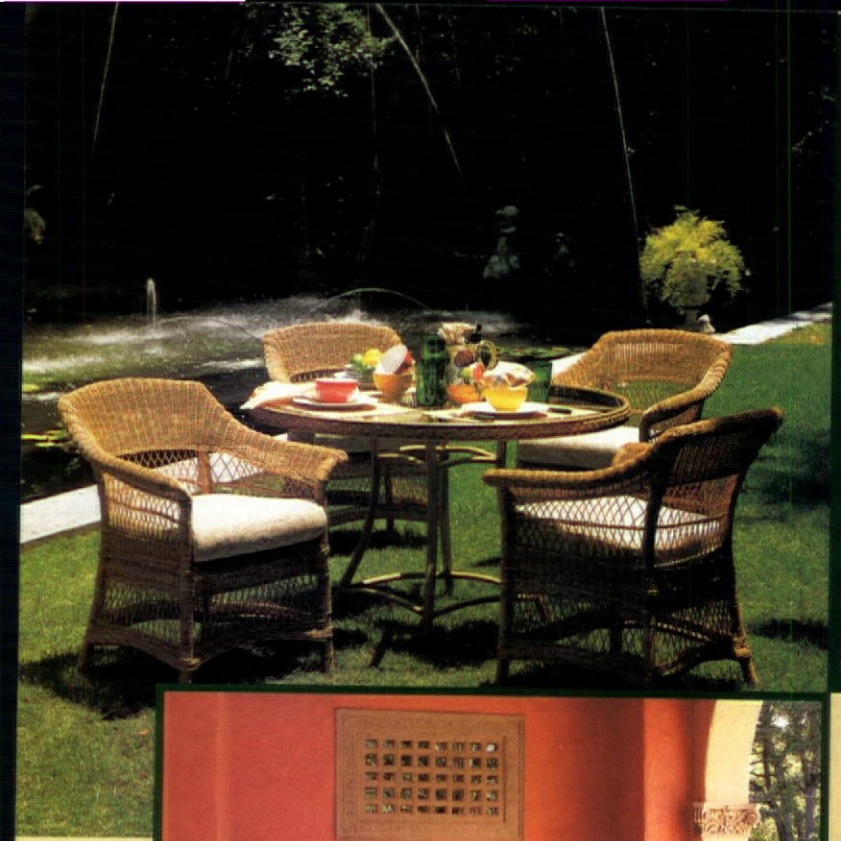
THE SMART SOURCE

WILSONART INTERNATIONAL

Smart Surfaces

Wilsonart® Laminate Wilsonart® Custom Edges Wilsonart® SSV™ Solid Surfacing Veneer Wilsonart® Gibraltar® Solid Surfacing

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Circle 33 on reader service card





OUTDOOR FURNITURE

America's home decks and patios are populated by outdoor furniture that may bear a superficial resemblance to its counterparts at hotels, spas, restaurants, conference centers, golf and country clubs, whose needs come with greater expectations. Commercial outdoor furniture combines attractiveness and comfort with long-term resistance to changes in temperature, humidity and weather—besides resisting the heavy toll of public exposure to a large cast of characters of all ages, dimensions and weights. What types of finishes survive this kind of abuse? In addition to teak and mahogany, there are aluminum, iron, other woods and more, with or without special coatings that the Top Ten sources can help specifiers select.



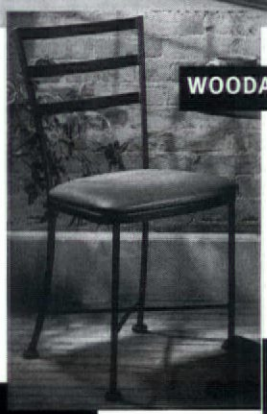
BROWN JORDAN



TROPITONE



LANDSCAPE FORMS

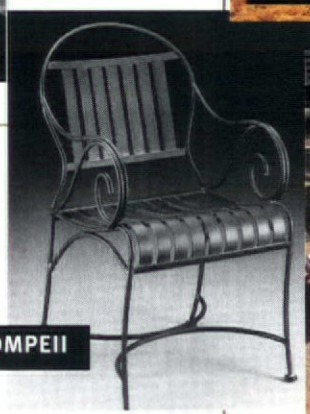


WOODARD



SMITH & HAWKEN

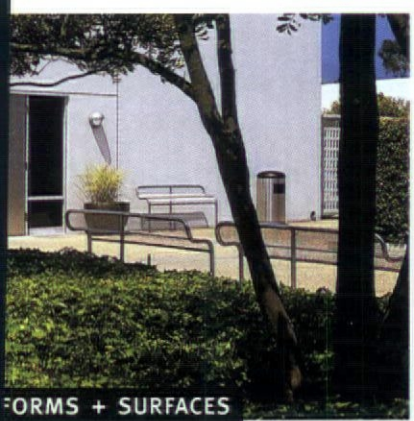




POMPEII



KNOLL



FORMS + SURFACES



WEATHEREND ESTATE FURNITURE

Frequently Mentioned Manufacturers:

GROSFILLEX
KINGSLEY-BATE
LOEWENSTEIN

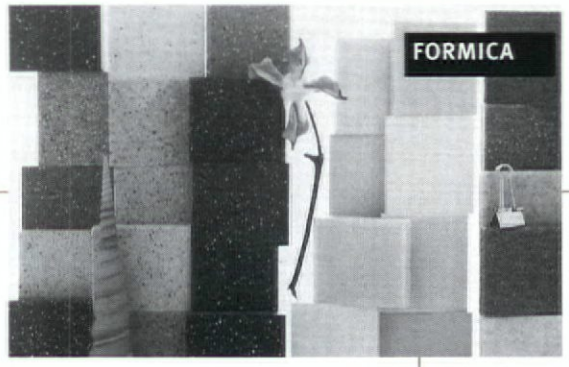
SOLID SURFACING

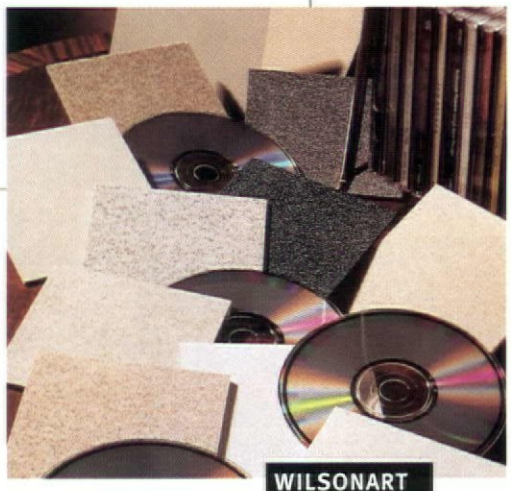
Synthetic stone has been used in construction since the appearance of terrazzo and terracotta. Thus, the growing acceptance of solid surfacing as synthetic stone in the past two decades is part of an ancient tradition with a twist—formability. Solid surfacing can be molded into complex shapes with excellent dimensional tolerances, shaped with tools and sanded to a high lustre. Does it actually improve on nature? Yes and no. Obviously natural stone cannot be molded as solid surfacing can. However, specifiers cannot forget that solid surfacing costs less than natural stone but is not inexpensive. Nor can it stand the degree of abrasion and heat that leaves stone relatively unscathed. These limitations are not insurmountable, as the Top Six sources can attest.

DUPONT

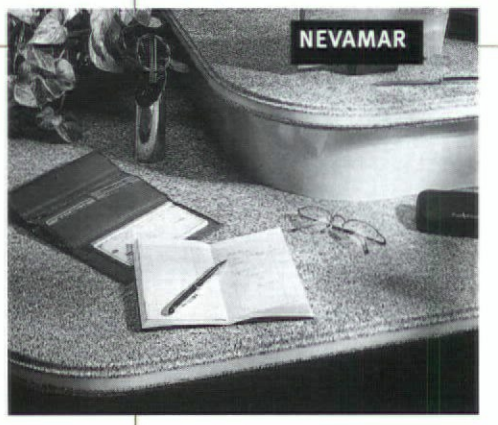


FORMICA





NEVAMAR

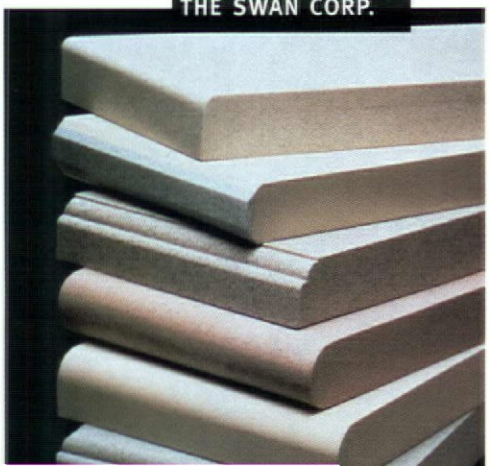


WILSONART

THE SWAN CORP.

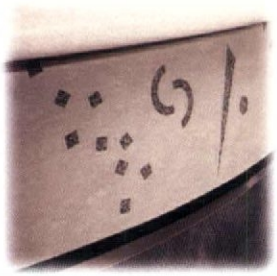
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Wilsonart® Gibraltar® Solid Surfacing

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A class of your own.

Smart Surfaces

Wilsonart® Laminate Wilsonart® Decorative Metals Wilsonart® SSV™Solid Surfacing Veneer Wilsonart® Gibraltar® Solid Surfacing
Visit us at our website: http://www.builderonline.com/~wilsonart/

THE SMART SOURCE

WILSONART INTERNATIONAL

Circle 34 on reader service card

Circle 35 on reader service card

STACKING, GANGING SEATING

Seating for mass assembly has undergone a quiet evolution in recent years. To the requisite conditions of rugged, lightweight construction, ease of use and maintenance plus low cost, manufacturers have added such bonuses as aesthetic appeal and ergonomic comfort. Anyone who sits in a stacking chair or ganged seating will inevitably point out that these products are not meant for long-term sitting. Yet improvements have definitely been made to this bread-and-butter staple of the furniture industry. Some products actually permit the chair seat and back to move in tandem with the sitter, providing continuous support as the sitter shifts posture. Yet for all the new thinking, price is never neglected—as the competitive Top Ten sources will confirm.

KI



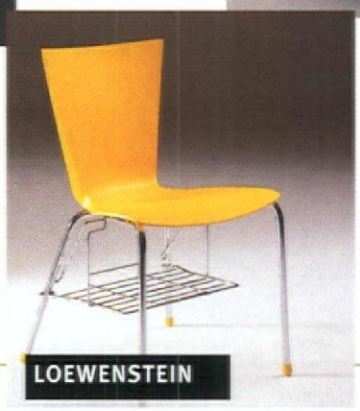
FIXTURES



STEELCASE



LOEWENSTEIN



THONET



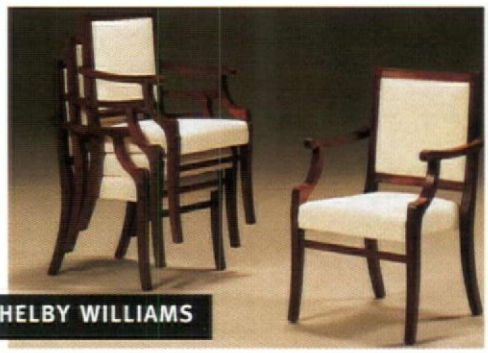
VECTA



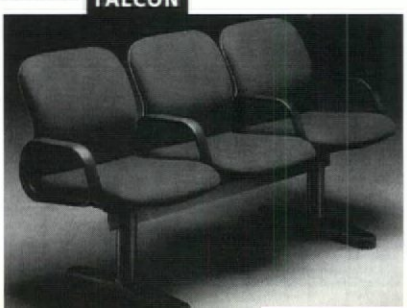
GF



SHELBY WILLIAMS



FALCON



HAWORTH



Westin-Nielsen

Wood "Stackers"



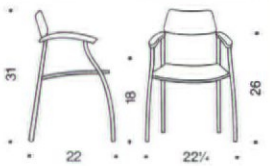


205

Dandy

205 Arm Chair-Wood Back and Seat

Width 22 ¼" depth 22" height of seat 18" back 31" arms 26"



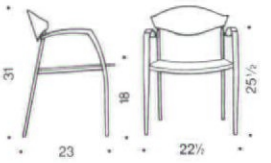


225

The Elena Chair

225 Arm Chair-Wood Back and Seat

Width 22 ½" depth 23" height of seat 18" back 31" arms 25 ½"



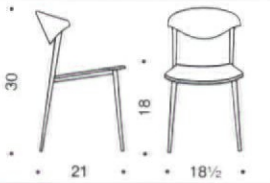


235

The Delana Chair

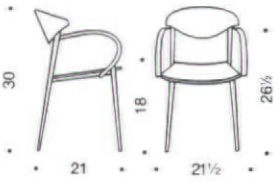
234 Side Chair-Wood Back and Seat

Width 18 ½" depth 21" height of seat 18" back 30"



235 Arm Chair-Wood Back and Seat

Width 21½" depth 21" height of seat 18" back 30" arms 26½"



Stackable up to five chairs high

Bumpers protect the seat when stacked

A stack dolly is available

Molded plywood seat and back frames

Metal tubular legs and seat support frame

Numerous standard or custom wood finishes

DANDY, DELANA and ELENA CHAIRS meet the ANSI/BIFMA x5.1 1985 chair test standards

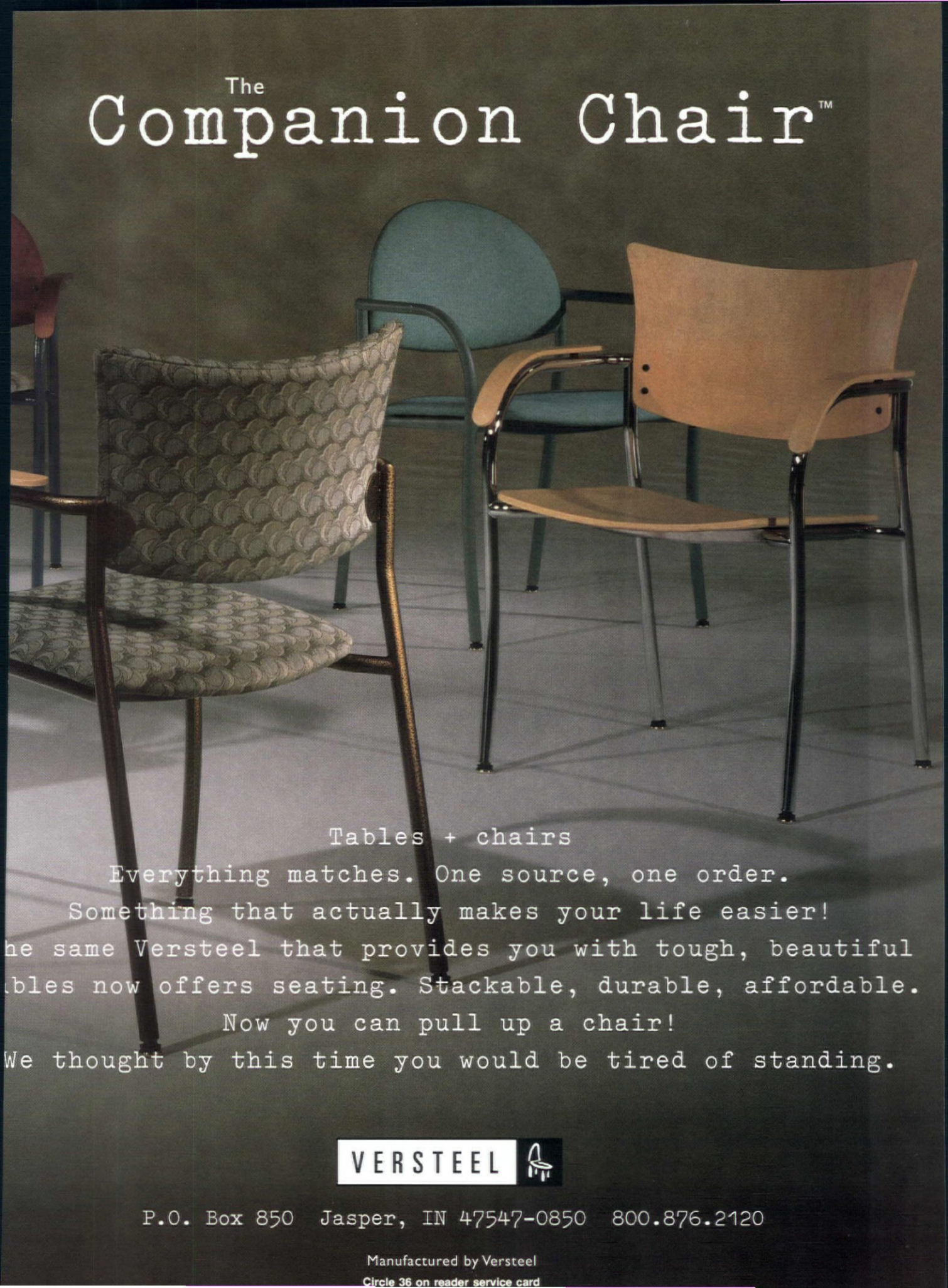
Designed by Vicente Soto

Manufactured under a license arrangement with Pace Capdell™

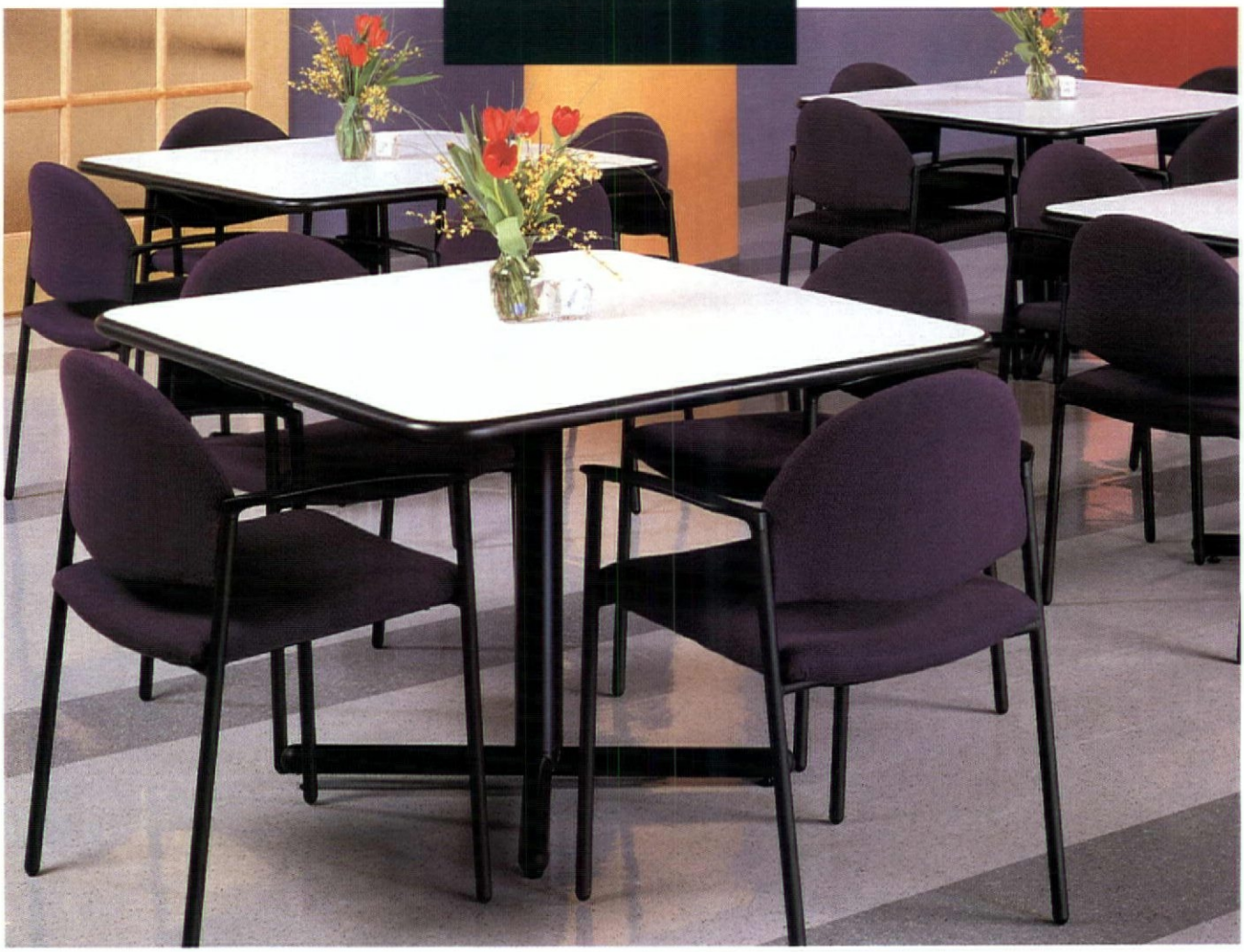
Westin-Nielsen

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Now you can pull up a chair!
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DESIGNER

CARLO BARTOLI







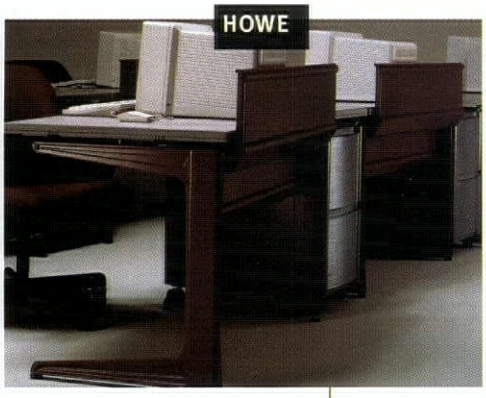
P.O. Box 10369
Pompano Beach, FL
33061-6369
954-960-1100
1-800-327-2548
Fax: 954-960-0409

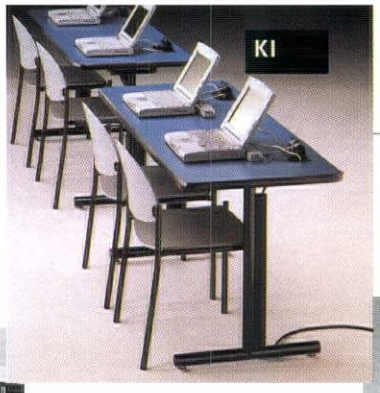
Circle 38 on reader service card

353 Merchandise Mart
Chicago, IL

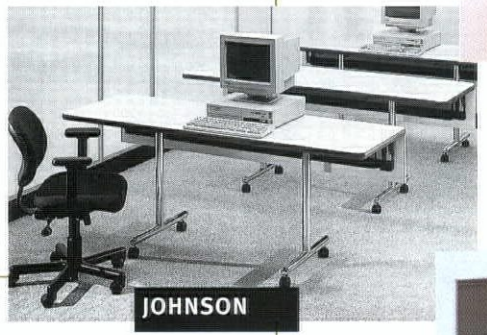
TRAINING TABLES

With corporate America spending some $30 billion annually to educate its personnel, corporate training methods have been subjected to intense scrutiny, and training tables have been subsequently reinvented to prepare them for the information age. Perhaps the one product that can be said to have triggered the dominant style of folding, lightweight, reconfigurable, computer cable-ready training tables was the Diffrient table, designed by Niels Diffrient and introduced by Howe in 1991. In the following years, the industry has endeavored to make training tables still easier to use, so the products keep getting better. Organizations now realize that employee education may be lifelong, and they expect to rely on the Top Nine sources for years to come.


HOWE

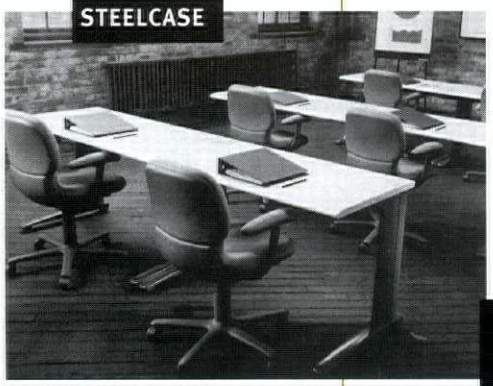

KI


VECTA


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FALCON


KNOLL


STEELCASE


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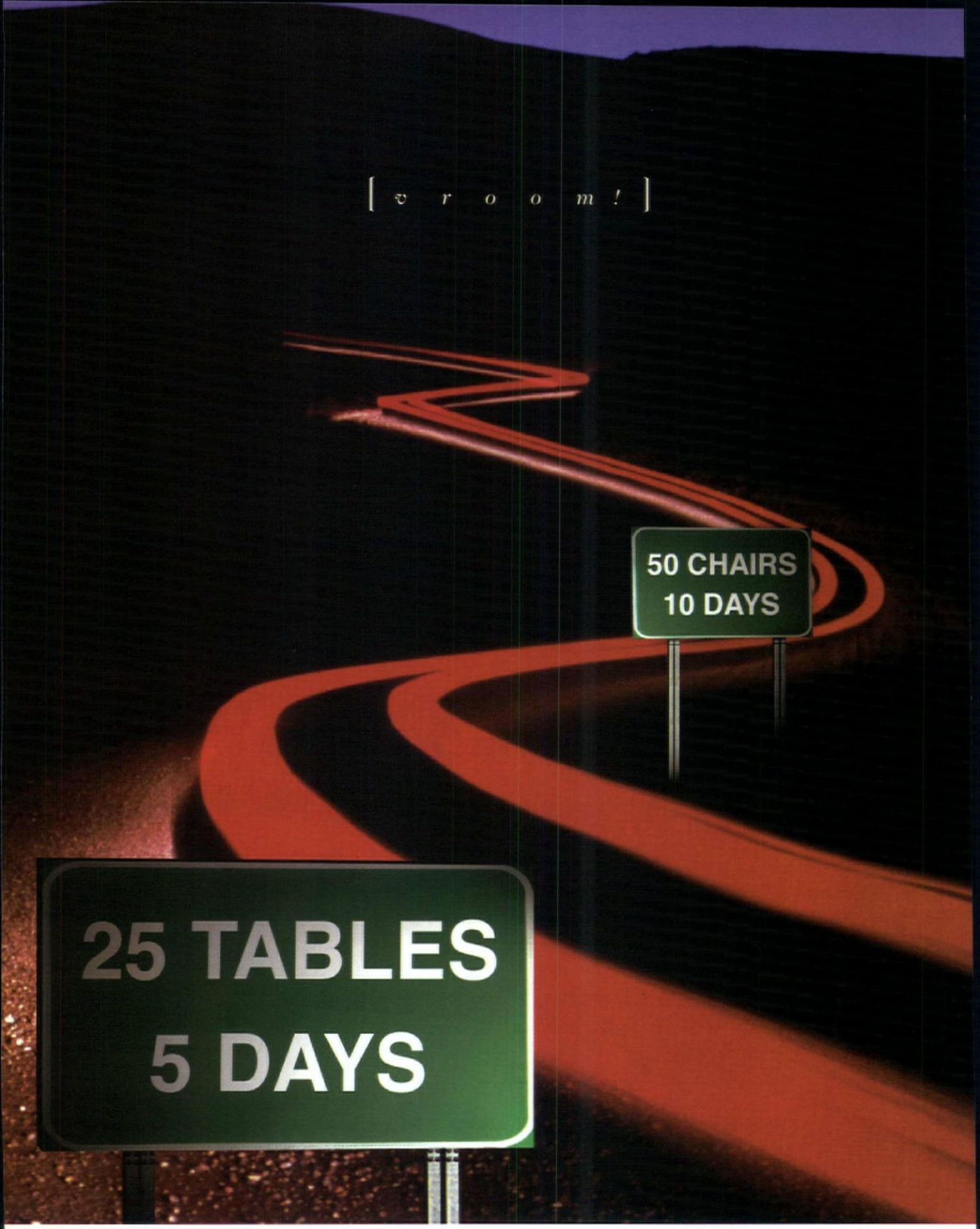


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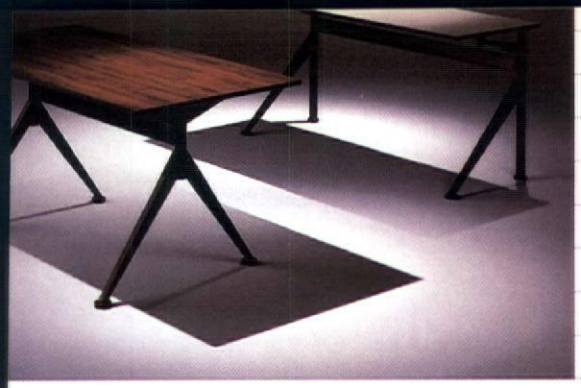


The race is on – ***Quick Ship!***

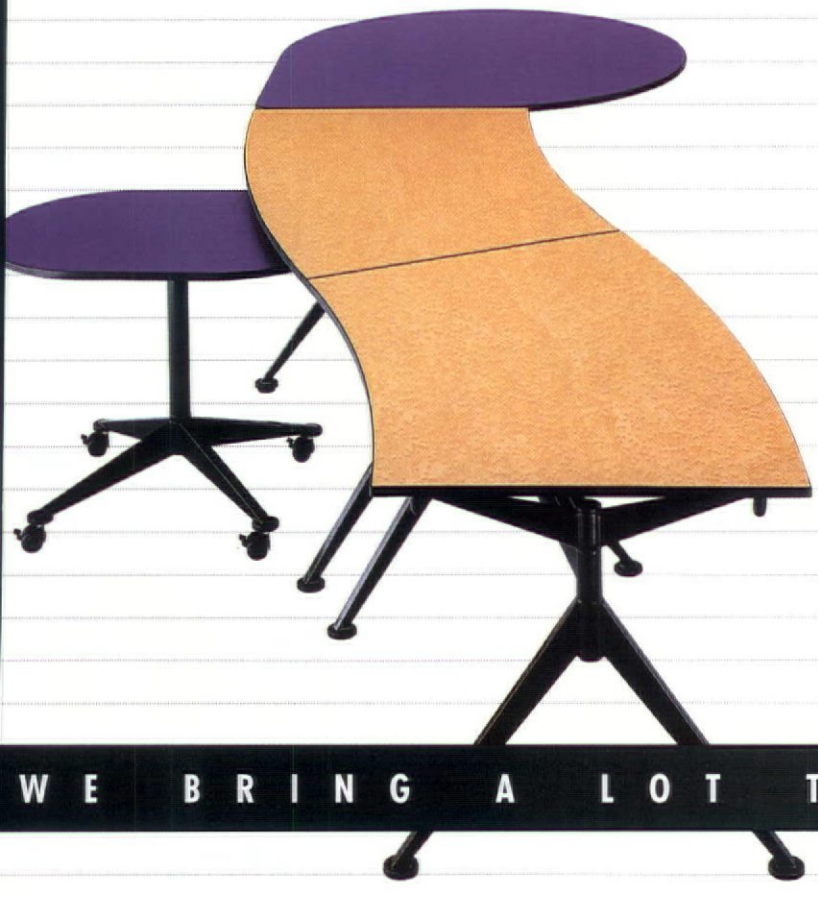
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cta offers tables that work how and where you work.





VECTA

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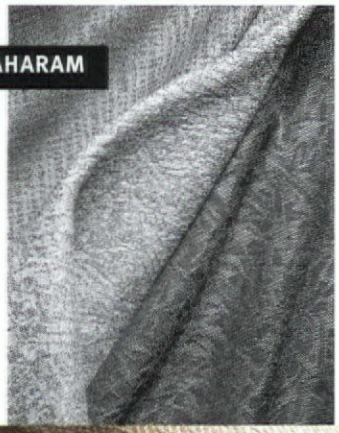
©1996 Vecta® Grand Prairie, Texas 75051

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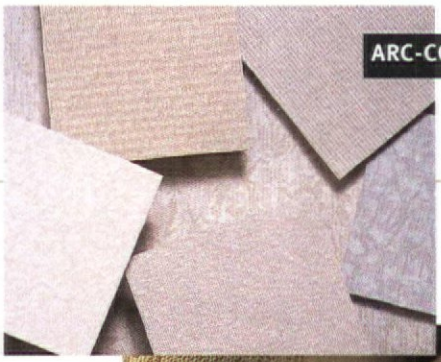
A Steelcase Design Partnership® company.

PANEL & WALLCOVERING TEXTILES

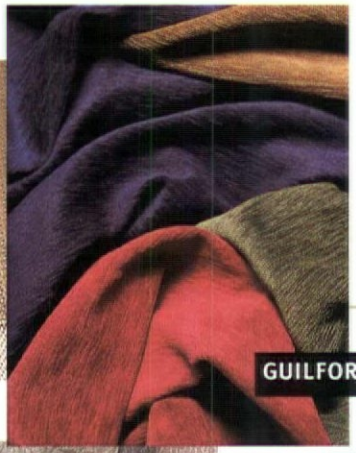
To add visual interest to the vertical panels of furniture systems as well as the full-height walls of corporate America, designers specify textiles created for this purpose. The need for pattern, color and texture has gained a pronounced urgency in the 1990s due to the lack of other aesthetic elements in the Spartan office environment many organizations currently demand. As a result, textiles have emerged as a basic vehicle of artistic expression that is affordable despite tight budgets. Interestingly, textiles for panels and walls must meet exacting standards quite different from those for upholstery. Variations in humidity, tensile stress, exposure to sunlight and penetration by tacks, pins and other sharp or abrasive objects keep the Top Ten sources on their toes.

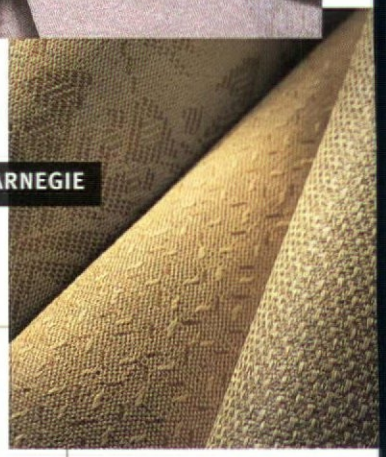

MAHARAM


DESIGNTEX


ARC-COM

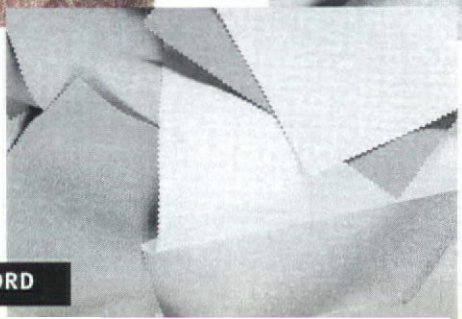

KNOLL


GUILFORD


CARNEGIE

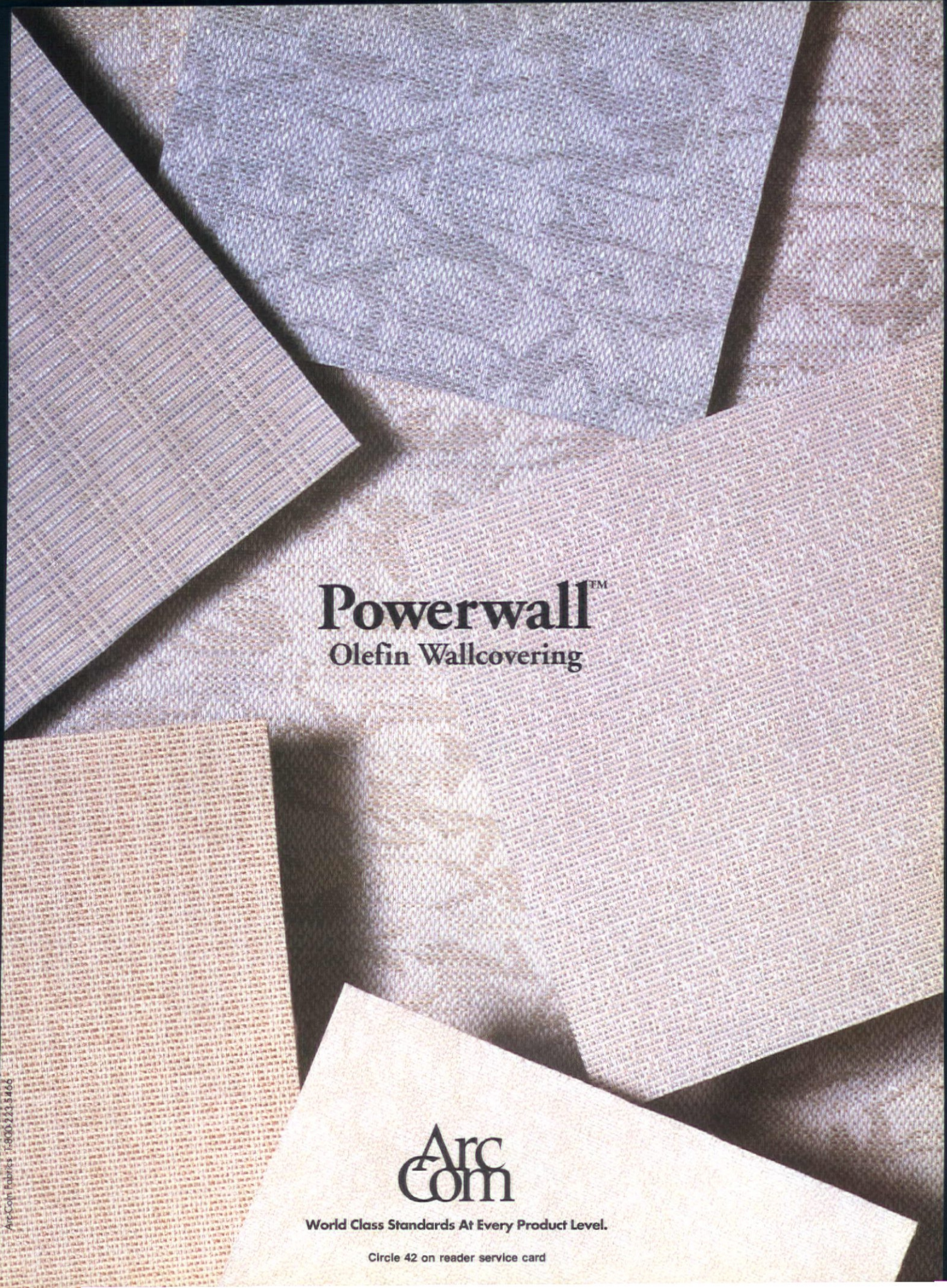

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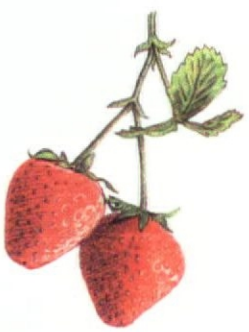
Yarn.
Blended for user comfort & compostability.



Climatex® Lifecycle™
Wicks moisture away from the sitter.

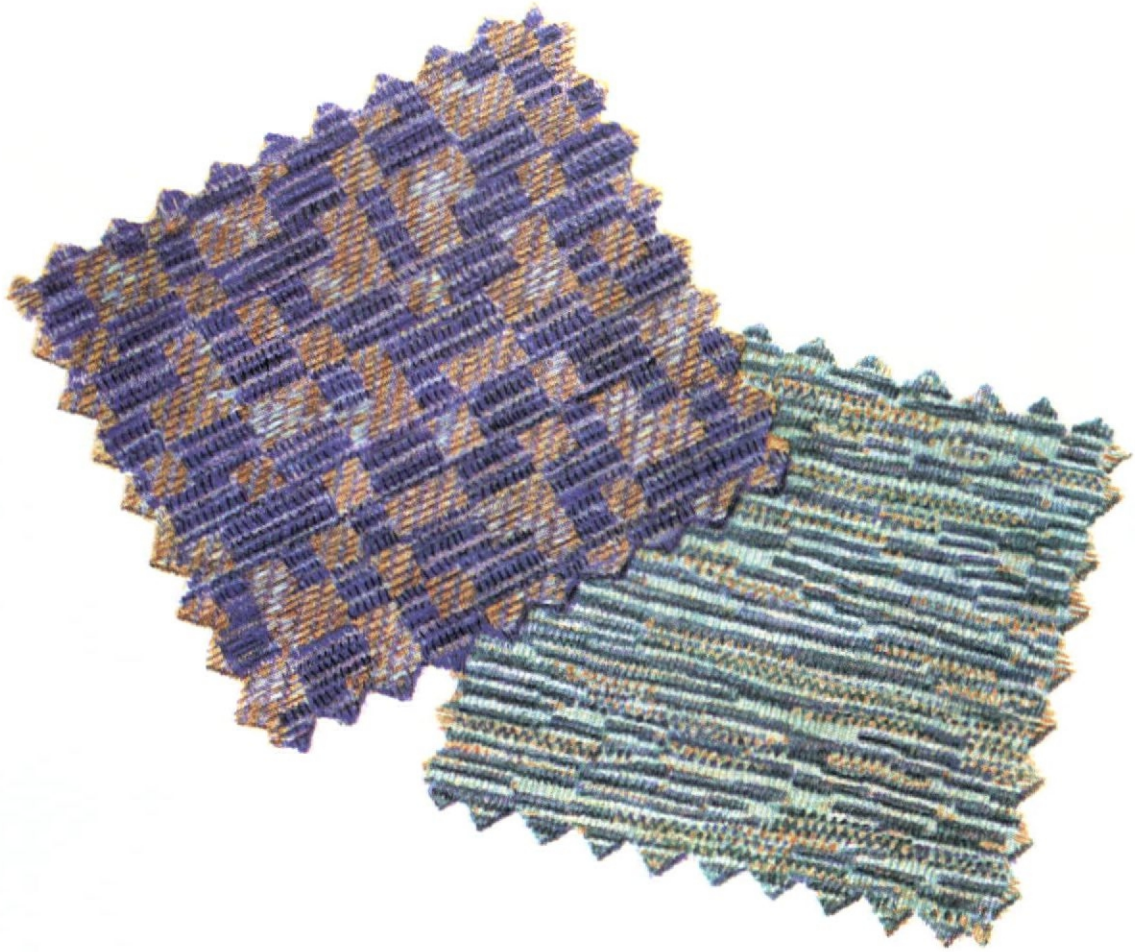


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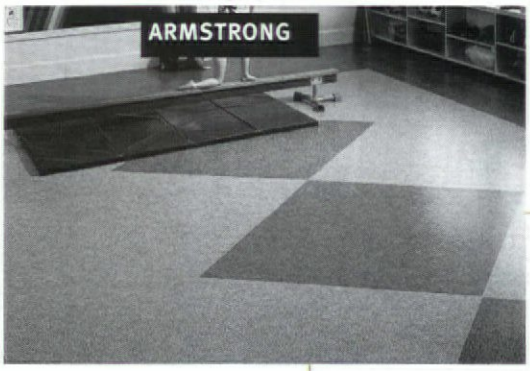
Environmentally Intelligent™ textiles. For more information call 800.221.1540

DESIGNTEX

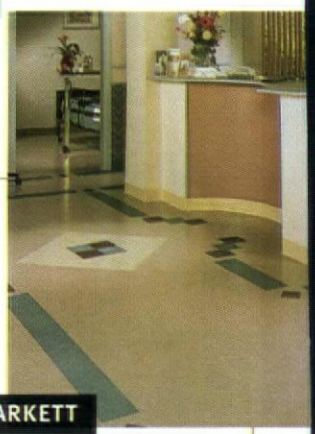
Circle 43 on reader service card

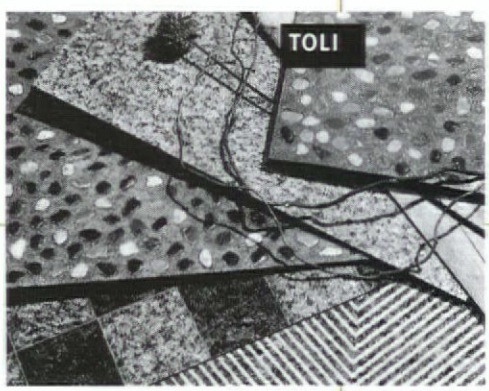
VINYL FLOORING

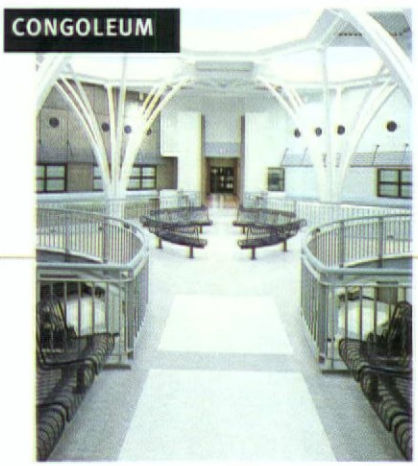
Sold in sheets and tiles, vinyl flooring is one of the true workhorses of the commercial and institutional world. What else can create a resilient yet firm or colorful and attractive yet durable floor with the same versatility of graphic design and cost effectiveness as vinyl? The product may be mass produced in vast quantities, yet designers continue to find that manufacturers make every effort to stay abreast of trends in colors, patterns and textures, so that vinyl can fit easily into the latest retail, hospitality or entertainment venue. For these and other reasons, vinyl should also hold its commanding presence in supermarkets, schools and hospitals, where the users vote heavily with their feet. The Top Eight sources are keeping close watch to be sure.

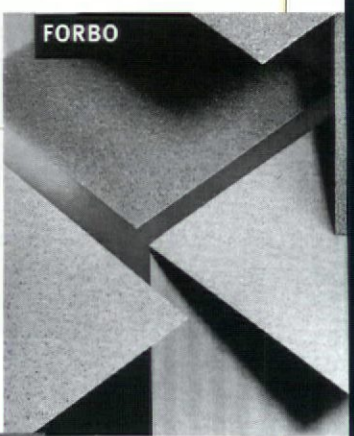


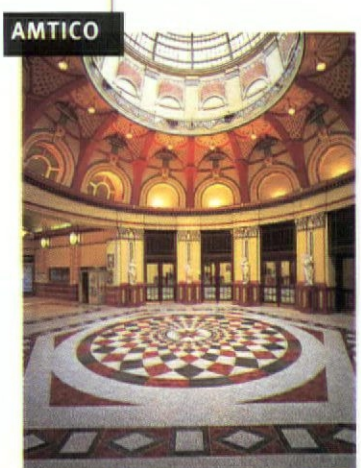


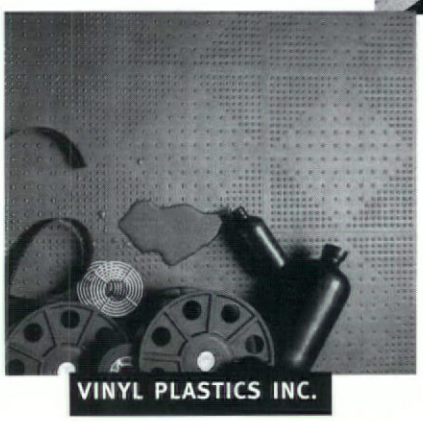








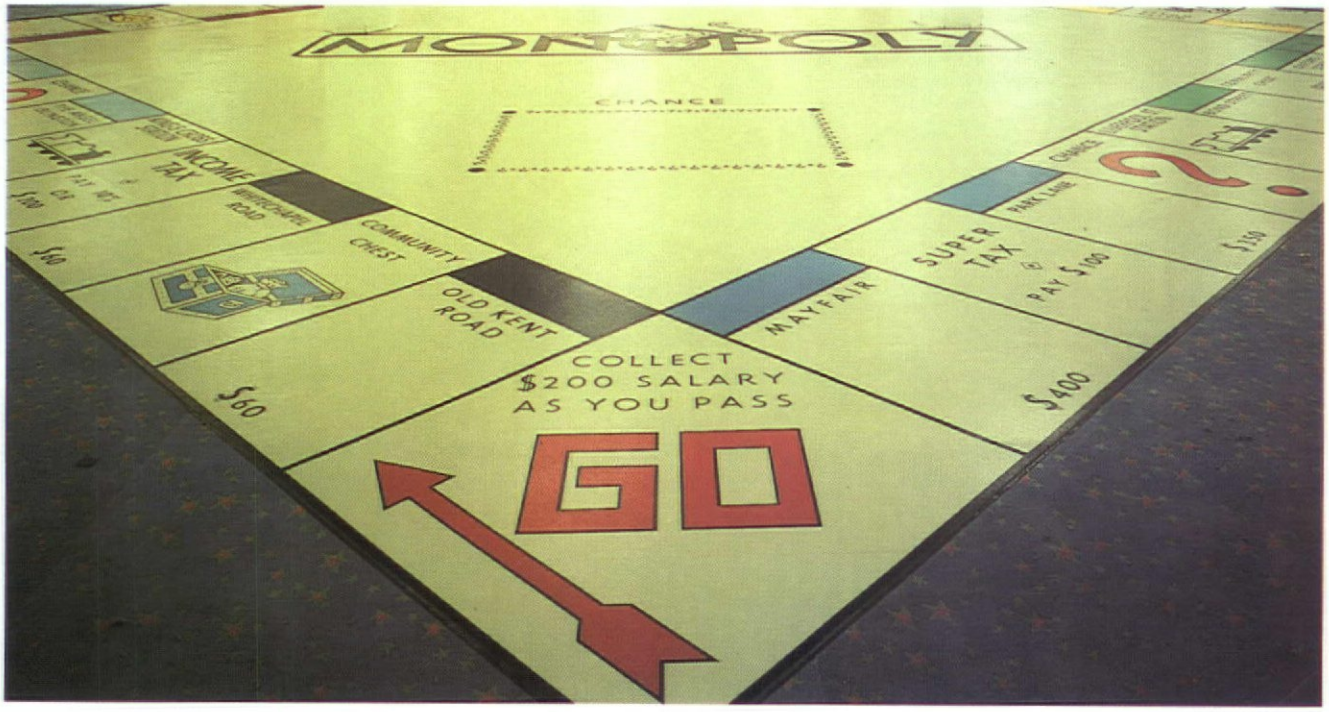




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Amtico®

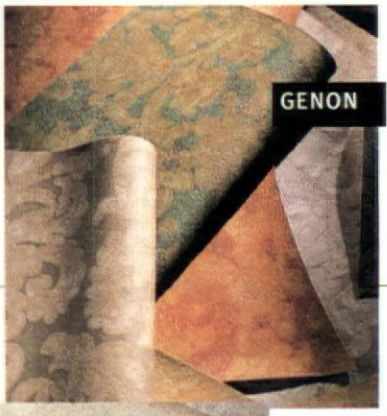
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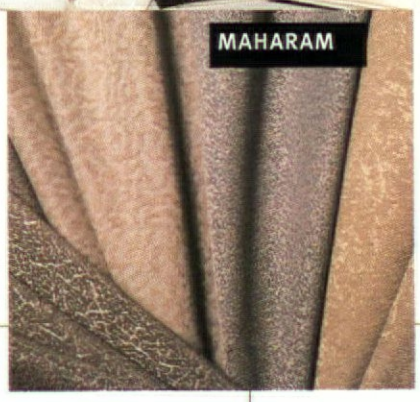
WALLCOVERINGS

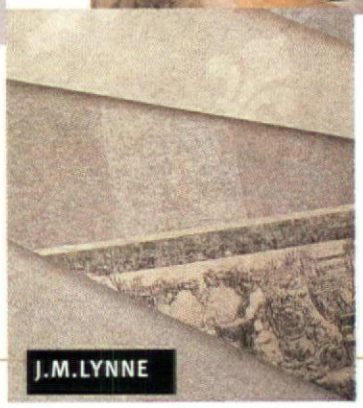
Paint is indeed the least expensive and most versatile remodeling material, as cost-conscious designers find themselves repeating to clients in the 1990s. However, there are environmental conditions in which wallcoverings are worth the additional cost. Will a facility experience soiling, staining or wetting? Is the ability to wipe a wall surface clean with soap and water or other cleansing agents a plus? Can a patterned and colorful surface enhance the ambiance? If the answers are yes, yes, yes, designers will investigate the possibilities of wallcoverings. Manufacturers, well aware of the need to add value, have introduced patterns, colors and textures that simulate surfaces or introduce new ones, and the Top Ten sources make this look easy.

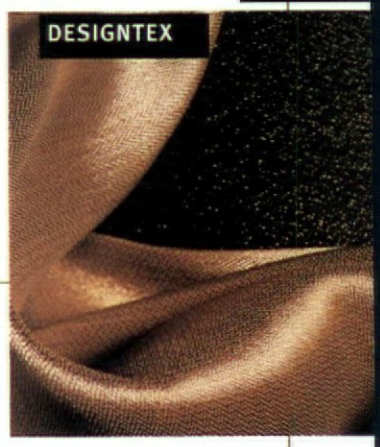






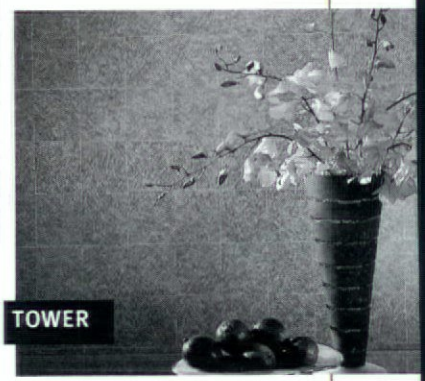












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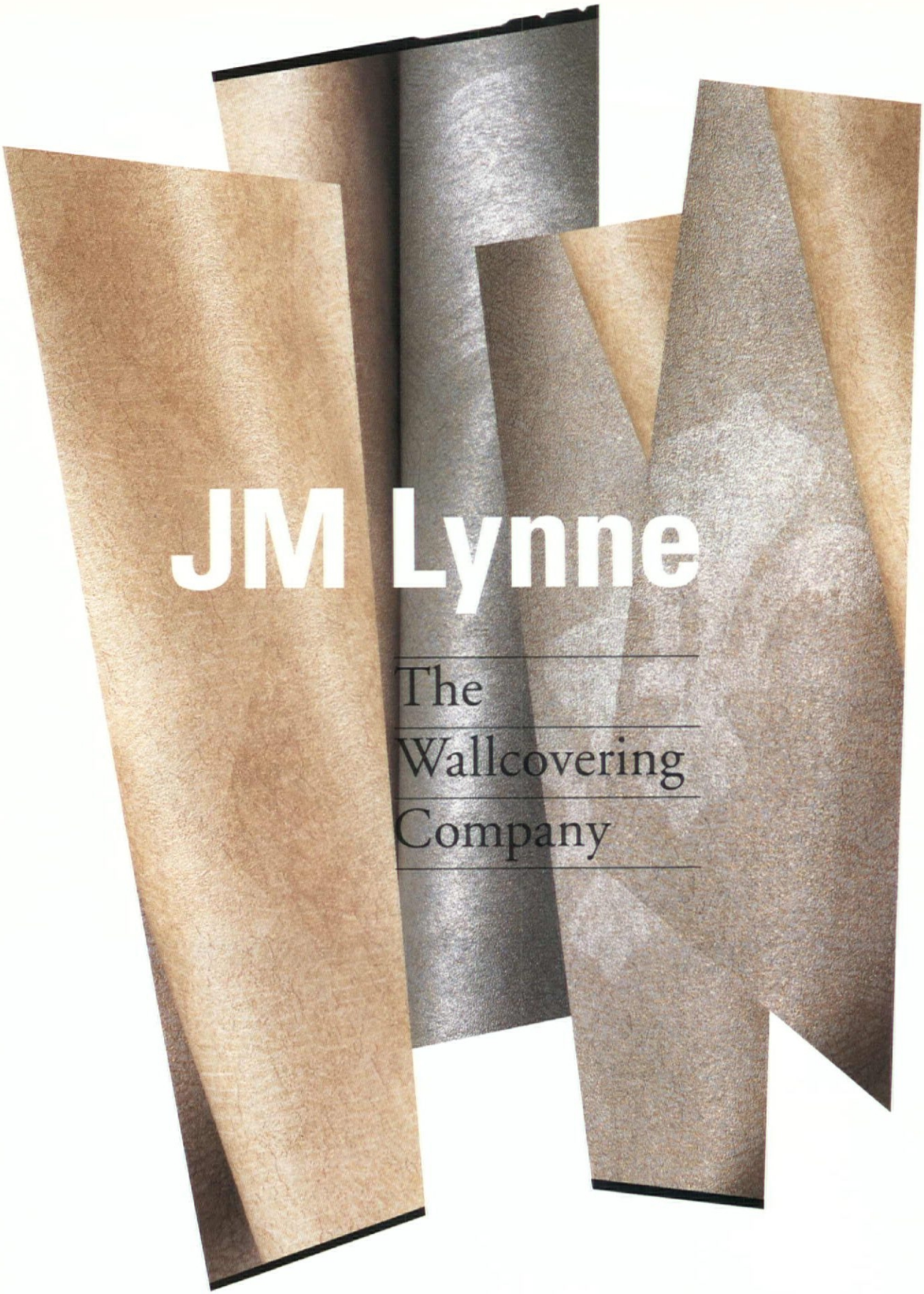






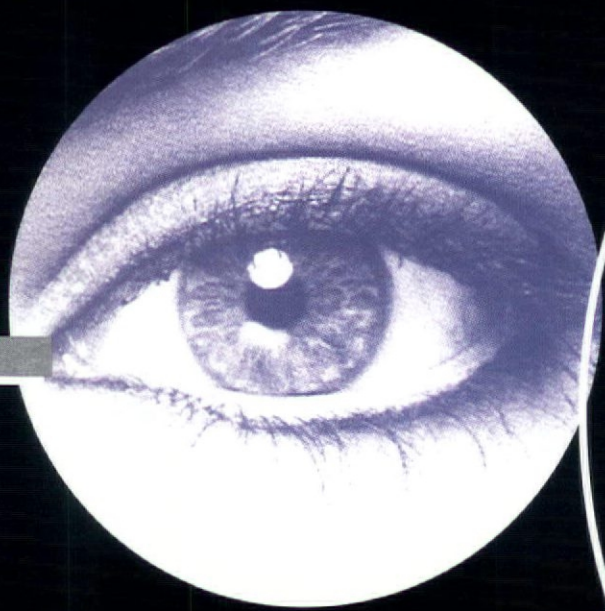
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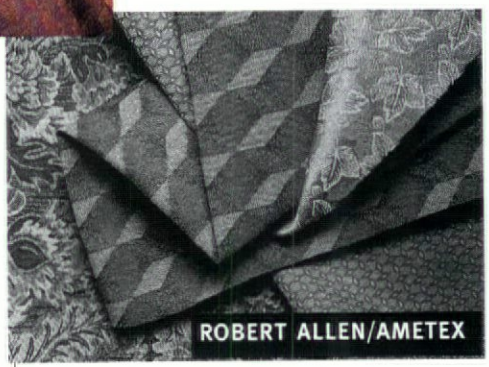

DESIGNTEX


MAHARAM


KNOLL


MOMENTUM


ARC-COM


ROBERT ALLEN/AMETEX


F.S. CONTRACT

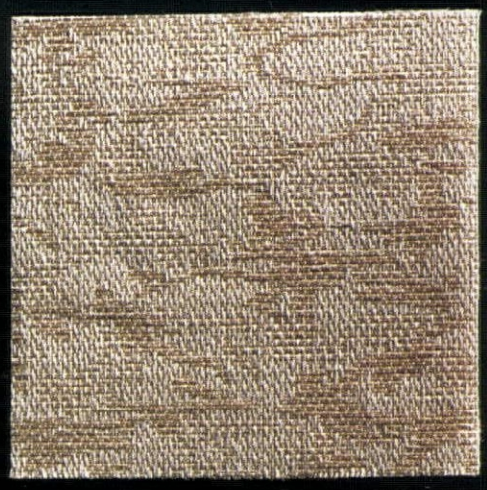
Also Ranked:
ARCHITEX
JACK LENOR LARSEN
SINA PEARSON
UNIKA VAEV

Frequently Mentioned Manufacturers:
CARNEGIE
DEEPA
DONGHIA
HBF
PALLAS



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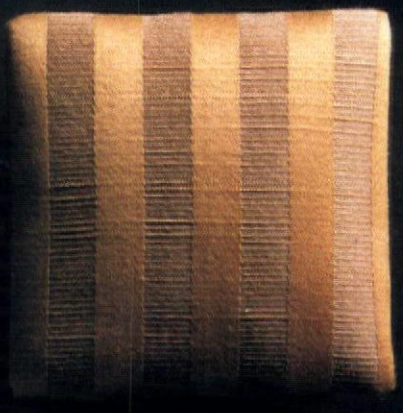
Arc Com



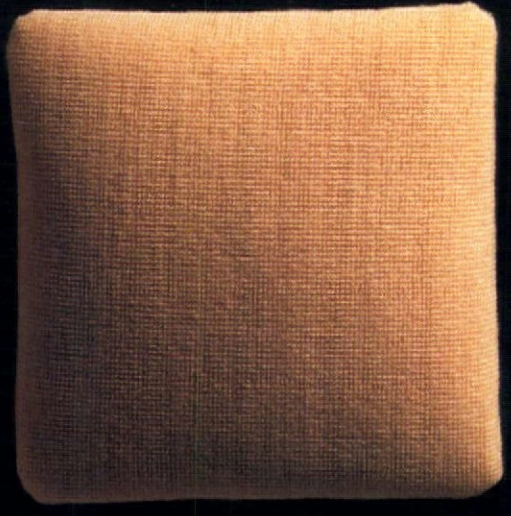


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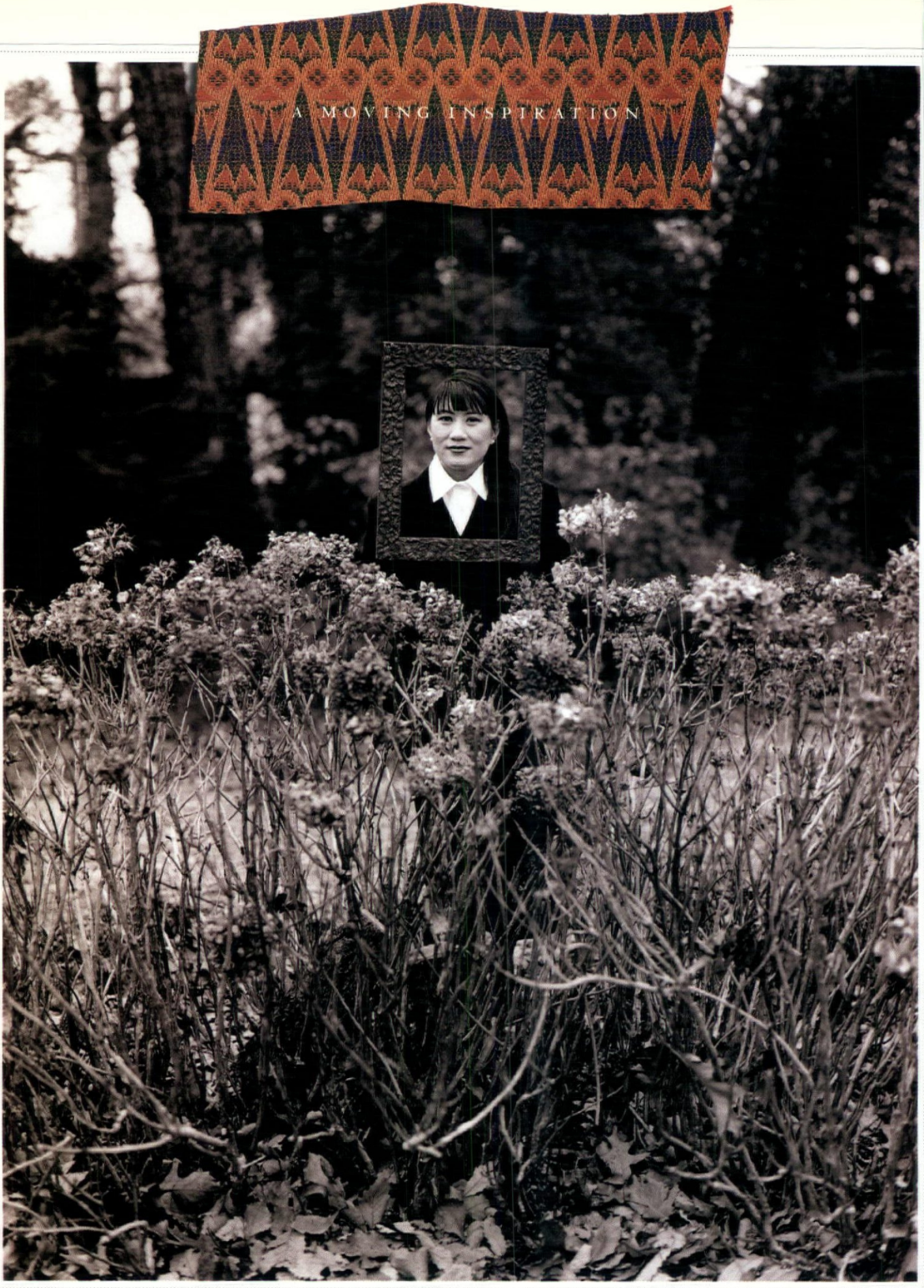


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A MOVING INSPIRATION

Susie Jue has found that interior design opens many windows of opportunity to help people in need. Since the late '80s she's led IBD and IIDA philanthropic efforts in Northern California, coordinating designers and architects who've donated thousands of dollars in services to create attractive, inviting shelter for everyone from families of seriously ill children, to AIDS victims, to homeless families. [As we strive to be an inspiration to designers, we salute some of those designers who have been an inspiration to us.]

SUSIE JUE, ASSOCIATE IIDA

MOMENTUM
TEXTILES

A MOVING SOURCE OF INSPIRATION

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1996 BEST OF NEOCON AND IIDA/CONTRACT DESIGN MAGAZINE APEX AWARD WINNERS

BEST OF NEOCON AWARD WINNERS

Advantage Office Systems - Gold Award, Furniture Systems, New Components & Enhancements

Arcadia - Silver Award, Occasional Tables

Jhane Barnes, Inc. - Gold Award, Office Accessories

Bernhardt Furniture Co. - Gold Award, Sofas & Chairs; Gold Award, Occasional Tables

Brandrud Furniture - Gold & Silver Awards, Healthcare Furniture

Brayton International - Gold Award, Alternative Office/Home Office; Most Innovative Award

Bretford - Best of Competition and Gold Award, Conferernce & Training Tables

Dar-Ran Furniture Industries - Gold Award, Desks

DesignTex - Gold Award, Healthcare Fabrics

EDP/Paralax - Gold Award, Computer Support Furniture

Egan Visual - Silver Award, Computer Support Furniture

F.S. Contract - Gold Award, Fabrics, Leathers, Vinyls

Falcon Products - Silver Award, Conference & Training Tables

Harbinger - Gold Award, Broadloom

Harter - Gold Award, Desk/Workstation Chairs

HBF - Gold Award, Sofas & Chairs

Haworth - Silver Award, Alternative Office/Home Office; Gold Award, Desks

Innovations in Wallcoverings - Silver Award, Wall Treatments

KI - Silver Award, Specialty Products

Landscape Forms - Silver Award, Hospitality Furniture

Lees - Silver Award, Broadloom

Lonseal - Silver Award, Flooring

Luna Textiles - Silver Award, Fabrics, Leathers, Vinyls

Lunstead, a Haworth Co. - Silver Award, Desks

Mannington Commercial - Gold Award, Flooring

Metro Furniture - Silver Award, Furniture Systems; Edi Choice Award

Miller SQA - Gold Award, Furniture Systems; Silver Aw Sofas & Chairs

Herman Miller - Gold Award, Funiture Systems, New Components & Enhancements

Milliken & Co. - Gold Award, Modular Carpet; Silver Award, Modular Carpet

OSI - Silver Award, Furniture Systems, New Component Enhancements

Peter Pepper Products - Silver Award, Office Access

Renovisions - Silver Award, Tooling Solutions

Maya Romanoff - Gold Award, Wall Treatments

Shaw Networx - Gold Award, Modular Carpet

Skyline Design - Gold Award, Specialty Products

Superior Chair - Silver Award, Desk/Workstation Cha

United Chair - Silver Award, Desk/Workstation Chairs

Vecta - Gold Award, Tooling Solutions

Woodard - Gold Award, Hospitality Furniture

IIDA/CONTRACT DESIGN MAGAZINE APEX AWARD WINNERS

Bernhardt Furniture Co. - Apex Award, Seating

Carnegie - Apex Award, Honorable Mention, Seating

Donghia Furniture/Textiles - Apex Award, Textiles; Apex Award, Lighting

David Goldberg Designs - Apex Award, Applied Finishes & Finishes

Johnsonite - Apex Award, Flooring; Apex Award, Enhancements

Lees - Apex Award, Flooring

Loewenstein - Apex Award, Seating

Maharam - Apex Award, Textiles

Herman Miller - Apex Award, Systems/Components/Modular

Numetal Surfaces - Apex Award, Applied Finishes & Finishes

Sina Pearson Textiles - Apex Award, Textiles; Apex Award, Honorable Mention, Textile

Vecta - Charles S. Gelber Award for Best of Competition; Apex Award, Casegoods & Freestanding Furniture

Virtuals - Apex Award, Flooring



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DAR•RAN

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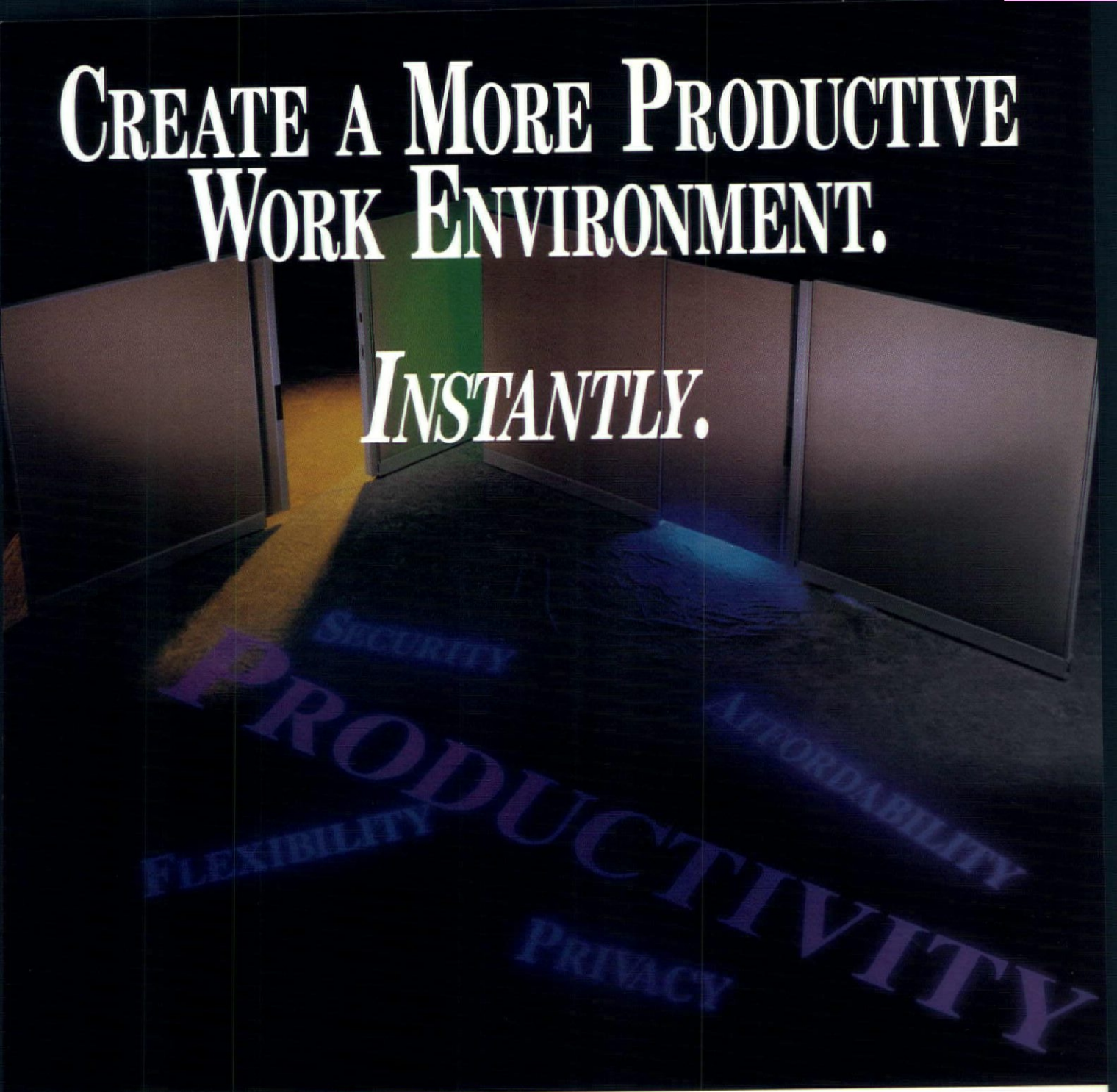
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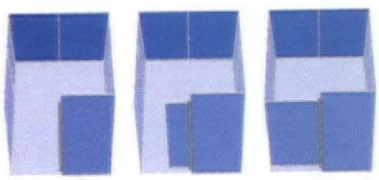
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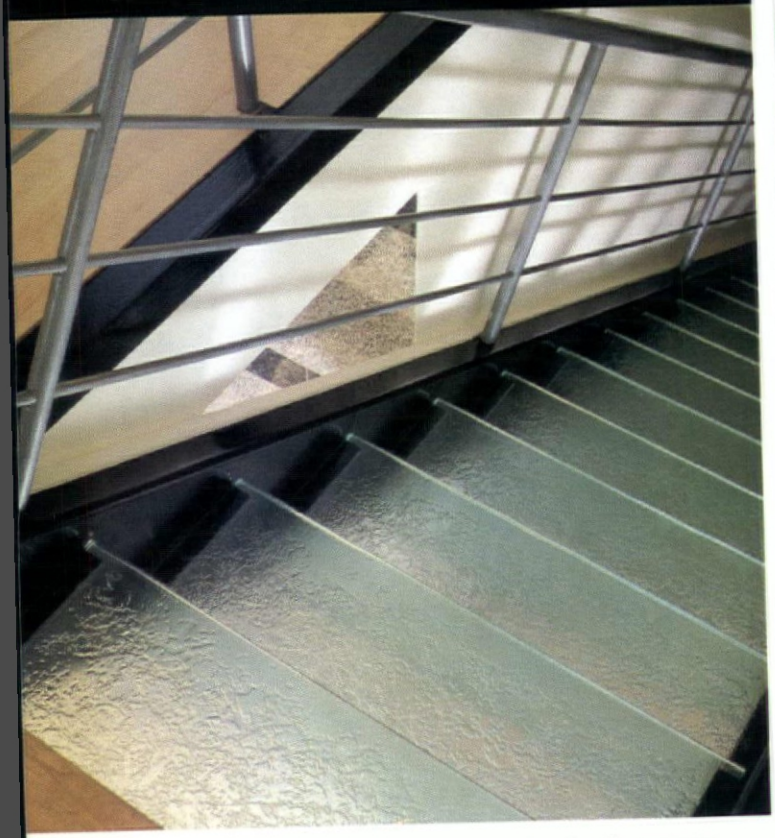
Synergy panel doors are the cost-effective solution. They're easy and non-disruptive to install, and they're space-efficient. Plus they match the fabric and trim color of most open-plan designs, including Haworth, Herman Miller, Steelcase–and more. So they're synergistic with the look and feel of your existing environment.

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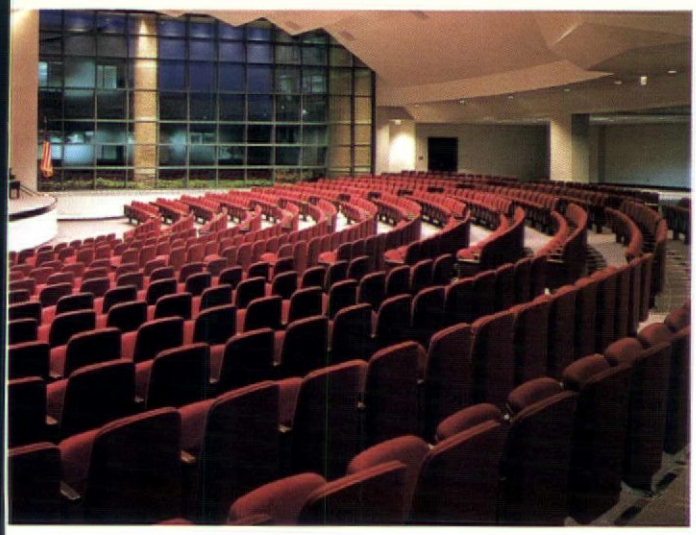
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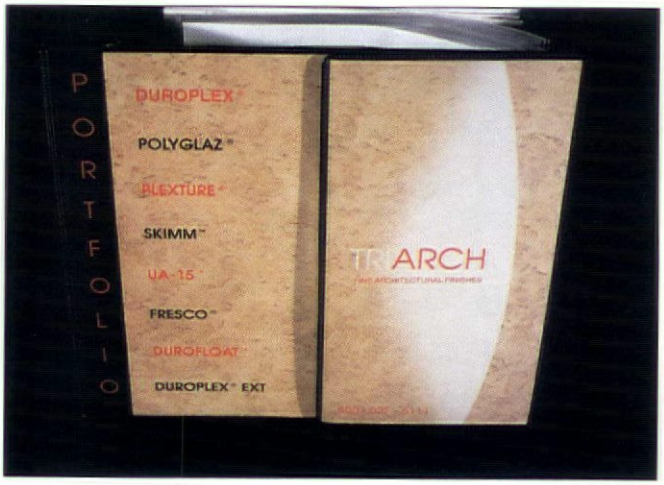


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Your corporate auditorium should reflect your organization's individuality. American Seating's Auditorium Collection is as diverse as the many personalities of corporate America, with one common thread: superior performance. A perfect union of form and function assures aesthetic continuity and efficient operation. Further customize by adding writing tablet arms, book racks, and arm enclosures for added privacy. Call (800) 748-0268 for information.
Circle No 54



Brandrud Furniture, Inc.
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Techline
Techline architectural casework, modular office components and furniture were conceived by architects for healthcare, business and educational facilities. Techline's function and durability have been proven by 30 years of performance in the more than 2,500 outpatient healthcare facilities built by its parent company, Marshall Erdman & Associates. Call (800) 356-8400 for area studio and free brochure.

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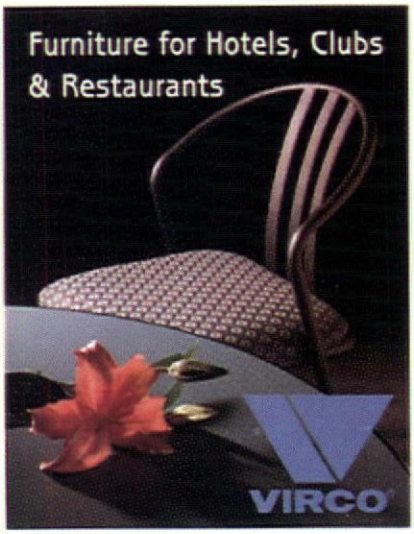
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Over 50 handwoven Roman fold window coverings of natural grasses, reeds and fibers. CONRAD shades are naturally translucent, filtering sunlight while preserving outside views. Options for additional sun control and privacy are available, as well as motorization and commercial flame retardancy treatment. 575 Tenth Street, San Francisco, CA 94103, (415) 626-3303.

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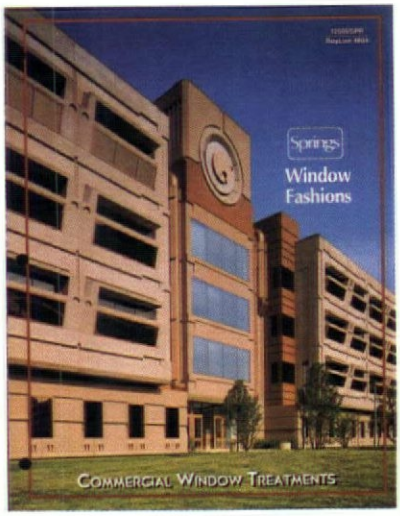
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Rattan chairs
Banquet Chairs
Steel Dining Chairs
Upholstered stack chairs
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Springs Window Fashions
Springs Window Fashions specializes in manufacturing window treatments for commercial applications. Products include horizontal and vertical blinds, pleated and cellular shades, drapery hardware, between-the-glass blinds and Optix shading blinds. Our brand names include Bali, Graber and Nanik. Call our SpecFax number (800) 327-9798 for answers to technical questions or to request faxed copies of our product specifications.

Circle No 62

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CALIFORNIA

Contract Design Center
600 Townsend St., San Francisco, CA 94103 415 626-4265

Design Center South
23811 Aliso Creek Rd., #151, Laguna Niguel, CA 92656 714 643-2929

Design Pavilion at 200 Kansas
200 Kansas St., San Francisco, CA 94103 415 552-2290

Design Pavilion at 251 Rhode Island
251 Rhode Island, San Francisco, CA 94103 415 558-9925

L.A. Mart
1933 S. Broadway, Los Angeles, CA 90007 800 LAMART4 (526-2784)

Pacific Design Center
8687 Melrose Ave., M-60, Los Angeles, CA 90069 310 657-0800

San Diego Design Center
6455 Lusk Blvd., San Diego, CA 92121 619 452-7332

The San Francisco Mart
1355 Market St., Suite 460, San Francisco, CA 94103 415 552-2311

Showplace & Galleria Design Centers
#2 Henry Adams St., San Francisco, CA 94103 415 864-1500

Showplace Square East
111 Rhode Island, San Francisco, CA 94103 415 626-9600

Showplace Square South
235 Kansas St., San Francisco, CA 94103 415 621-6442

Showplace Square West
550 Fifteenth St., San Francisco, CA 94103 415 626-8257

Sobel Design Building
680 Eighth St., San Francisco, CA 94103 415 861-4443

CANADA

Building & Design Resource Centre
Designers Walk, 168 Bedford Rd., Toronto, ON M5R 2K9 416 961-1211

Designers Walk
168 Bedford Rd., Toronto, ON M5R 2K9 416 961-6101

Place Bonaventure Merchandise Mart
P.O. Box 1000 Place Bonaventure, Montreal, PQ H5A 1G1 514 397-2214

The Toronto Design Centre
160 Pears Ave., Suite 206, Toronto, ON M5R 1T2 416 928-0621

COLORADO

Denver Design Center
595 S. Broadway, Denver, CO 80209 303 670-0686

Denver Merchandise Mart
451 E. 58th St., #470, Denver, CO 80216 303 292-6278

Design Center at the Ice House
1801 Wynkoop St., Denver, CO 80202 303 298-9191

FLORIDA

Design Center of the Americas
1855 Griffin Rd., Suite A-282, Dania, FL 33004 954 920-7997

Miami Decorating & Design Centre
3841 N.E. 2nd Ave., Suite 202, Miami, FL 33137 305 573-8116

Miami Inter Design Centre I
4100 N.E. 2nd Ave., Miami, FL 33137 305 576-7571

Miami Inter Design Center II
4141 N.E. 2nd Ave., Miami, FL 33137 305 576-5515

Miami International Merchandise Mart
777 N.W. 72nd Ave., Miami FL 33126 305 261-2900

GEORGIA

Atlanta Decorative Arts Center (ADAC)
351Peachtree Hills Ave., Suite 244, Atlanta, GA 30305 404 231-1720

Atlanta Merchandise Mart
240 Peachtree St., N.W., Suite 2200, Atlanta, GA 30303 404 220-3000

ILLINOIS

The Merchandise Mart
200 World Trade Center Chicago, Suite 470, Chicago, IL 60054 800 677-6278

MASSACHUSETTS

Boston Design Center
One Design Center Pl., Suite 337, Boston, MA 02210 617 338-5062

MICHIGAN

Michigan Design Center
1700 Stutz Dr., #25, Troy, MI 48084 810 649-4772

MINNESOTA

International Market Square
275 Market St., Minneapolis, MN 55405 612 338-6250

MISSOURI

Saint Louis Design Center
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Architects & Designers Building
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Decoration & Design Building
979 Third Ave., New York, NY 10022 212 759-5408

Decorative Arts Center
305 E. 63rd St., New York, NY 10021 212 752-1080

The Fine Arts Building
232 E. 59th St., New York, NY 10022 212 759-6935

Interior Design Building
306 E. 61st St., New York, NY 10021 212 838-7042

International Design Center, N.Y. (IDCNY)
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New York Design Center
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Hickory Furniture Mart
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The Design Center at Montgomery Park
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Marketplace Design Center
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TEXAS

Dallas Design Center
1025 N. Stemmons Fwy., Suite 605, Dallas, TX 75207 214 747-2411

Dallas Design District
1400 Turtle Creek Blvd., Suite 209, Dallas, TX 75207 214 698-1352

Dallas Market Center
2100 Stemmons Fwy., Dallas, TX 75207 214 655-6100

Decorative Center of Houston
5120 Woodway at Sage, Houston, TX 77056 713 961-9292

INNOVA
20 Greenway Plaza, Houston, TX 77046 713 963-9955

Oak Lawn Design Plaza
1444 Oak Lawn Ave., Dallas, TX 75207 214 891-8080

The Resource Center
7026 Old Katy Rd., Suite 301, Houston, TX 77024 713 864-8050

WASHINGTON, D.C.

The Washington Design Center
300 D St., S.W., Washington, D.C. 20024 202 554-5053

WASHINGTON

Lenora Square Professional Design Showrooms
1000 Lenora St., Suite 222, Seattle, WA 98121 206 621-7500

Seattle Design Center
5701 Sixth Ave. South, Seattle, WA 98108 800 497-7997; 206 762-1200

ACCESS FLOORS
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- InterFace AR
- Tate Access Floors Inc.
- United Technical Products Inc.
- Walker Systems, Inc. A Wiremold Company

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- Atlas/Soundolier
- Auton Company
- Egan Visual, Inc.
- Electrohome Limited
- Gilbert International, Inc.
- KOH Design Inc.
- Peerless Industries, Inc.
- Philips Professional Products
- Wheelock
- Wilkhahn

BUILDING MANAGEMENT SYSTEMS
- Advanced Control Technologies, Inc.
- AMP Incorporated
- Archibus, Inc.
- CSI Control Systems International
- Host/Racine Industries, Inc.
- ILC - Intelligent Lighting Controls
- Innovative Tech Systems, Inc.
- Microwest Software Systems
- Siebe Environmental Controls
- Walker Systems, Inc. A Wiremold Company
- Warren Technology

CHECKROOM EQUIPMENT
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- Glaro, Inc.
- Magnuson Group Inc.

COMPUTER-AIDED DESIGN & DRAFTING
- Archibus, Inc.
- Asset Systems, Inc.
- Autodesk, Inc.
- Metier
- Safco Products Co.
- Softdesk, Inc.

ELEVATORS & ESCALATORS
- Access Industries
- Montgomery KONE Inc.

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- Exitronix
- Fike Protection Systems
- LCN Closers Division, Schlage Lock Company
- Wheelock

GREENHOUSES
- Polygal USA

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- Bar Maid

PLUMBING - FAUCETS & SHOWER HEADS
- American Standard
- The Chicago Faucet Company
- Elkay Manufacturing Co.
- Grohe
- JADO Bathroom and Hardware Mfg. Corp.
- Kallista, Inc.
- Kohler Company
- Kolson Inc.
- Kroin Incorporated
- Moen Inc.
- Nemo Tile Co. Inc.
- Phylrich International
- Price Pfister Inc.
- Watercolors Inc.
- Waterworks

PLUMBING - SINKS, TUBS & OTHER FIXTURES
- American Standard
- DuPont Corian®
- Elkay Manufacturing Co.
- Formica Corporation
- Halsey Taylor
- Kallista, Inc.
- Kohler Company
- Kolson Inc.
- Kroin Incorporated
- Nemo Tile Co. Inc.
- Phylrich International
- Robern/PL Bath Products
- Watercolors Inc.
- Waterworks
- • Wilsonart International (See our ads on pages 59 & 63)

SAUNA
- Nemo Tile Co. Inc.
- Watercolors Inc.

SCREENS & GRILLES
- Formica Corporation
- Wylie Systems

SECURITY SYSTEMS
- ESSEX Industries, Inc.
- Fiber SenSys Inc., A Corning Affiliate
- Ilco Unican Corp. E.A.C. Division
- Philips Communication & Security Systems Inc.
- Sensormatic Electronics Corp.
- Talk-A-Phone Co.
- Tivoli Industries, Inc.

WALL GUARDS
- Boston Retail Products
- C/S Group
- Deco Gard Products
- HEWI Inc.
- IPC Door And Wall Protection System
- Mercer Products Company, Inc.

WIRING SYSTEMS
- AMP Incorporated
- InterFace AR
- Panduit Corp.
- Raceway Components, Inc.
- Walker Systems, Inc. A Wiremold Company
- The Wiremold Company

FURNISHINGS

BEDS
- Accessories International, Inc.
- Adden Furniture, Inc.
- Altura Studios Inc.
- B & B Italia USA, Inc.
- Blockhouse Company, Inc.
- • Brown Jordan Company (See our ad on page 60)
- Brueton
- Dakota Jackson
- Design Lighting Products Co.
- Donghia Furniture/Textiles
- Forma Design
- Hunt Country Furniture, Inc.
- Joerns Healthcare, Inc.
- R. Jones & Assoc., Inc.
- John Kelly Furniture
- Kids' Studio
- La Lune Collection
- ModuForm Inc.
- Thos. Moser Cabinetmakers
- Niedermaier Furniture
- Old Hickory Furiture Co., Inc.
- Omni International Incorporated
- Rattan Interiors
- The John Rogers Collection
- • Shelby Williams Industries, Inc. (See our ad on page 33)
- Sico North America Inc.
- James M. Taylor & Co.
- • Techline Furniture and Cabinetry (See our ad on page 94)
- Weatherend Estate Furniture
- WITTMANN

CABINETS - BATHROOM
- Altura Studios Inc.
- Bernhard Woodwork Ltd.
- Italian Trade Commission
- Kolson Inc.
- Nemo Tile Co. Inc.
- Robern/PL Bath Products
- Watercolors Inc.

CABINETS - KITCHEN
- Altura Studios Inc.
- Bernhard Woodwork Ltd.
- Italian Trade Commission
- Nemo Tile Co. Inc.
- Watercolors Inc.

CABINETS - MEDICAL
- AGI, Inc.
- • American Seating (See our ad on page 93)
- Bernhard Woodwork Ltd.
- Creative Dimensions, Inc.
- DATEL-Windquest
- Delta Wood Products, Inc.
- EOC (Executive Office Concepts)
- Innovative Office Products, Inc.
- Kusch & Co.
- La-Z-Boy Business Furniture
- Herman Miller, Inc.
- Nemo Tile Co. Inc.
- Parisi, Inc.
- Peter Pepper Products, Inc.
- SMED International
- • Techline Furniture and Cabinetry (See our ad on page 94)

CASEGOODS - EXECUTIVE OFFICE

Acta International Inc.
- Allsteel (See our ads on pages 38, 39, 45 & 46)

The Alma Group
Altura Studios Inc.
Anderson Hickey Company;a FSI-Furniture Source International Co.
Arteif Furniture Manufacturing Inc.
BPS Architectural Products Inc.
Baker Furniture
Bernhard Woodwork Ltd.
Bernhardt Industries
- Brandrud Furniture, Inc. (See our ad on page 93)

Brueton
CCN International, Inc.
Cleator Corporation
Conwed Designscape
Councill Business Furniture
Creative Dimensions, Inc.
Cumberland International
DSI Industries Inc.
Dakota Jackson
- DAR-RAN Furniture Industries (See our ad on page 89)
- Davis Furniture (See our ads on pages 19 & 56)

Delta Wood Products, Inc.
Donghia Furniture/Textiles
Dynel International
EOC (Executive Office Concepts)
Executive Furniture, Inc.
Fantasy Creations in Metal
555 Automatic Inc.
GF Office Furniture, Ltd.
Geiger Brickel
- Gianni Inc. (See our ads on pages 26, 27 & 43)

Gilbert International, Inc.
Globe Business Furniture;a FSI-Furniture Source International Co.
The Gunlocke Company
HBF/HBF Textiles
Halcon Corporation
- F.E. Hale Mfg. Co. (See our ad on page 53)

Harden Contract
Haskell of Pittsburgh, Inc.
Haworth, Inc.
Helikon Furniture Co.
High Point Furniture Industries, Inc.
The HON Company
Interlübke
The Interna Collection, Ltd.
Inwood Office Furniture
Italian Trade Commission
JSI, A Division of Jasper Seating Company, Inc.
Jasper Desk Co., Inc.
Jax International
Jofco, Inc.
- KI (See our ad on page 30)
- Kimball Office Furniture Co. (See our ads on pages 50 & 66)

Kinetics, a Haworth company
Knoll
Krug Furniture Inc.
Kyo Corporation
L.U.I. Corp.
Lantz of New England
La-Z-Boy Business Furniture
Lunstead, Inc., a Haworth company
McGuire
Charles McMurray Designs
Meridian Incorporated
Herman Miller, Inc.
Mobile Cables System
Thos. Moser Cabinetmakers
Mueller, a Haworth company
Myrtle, a Haworth company
National Office Furniture Co.
Nevers Industries, Inc.
Niedermaier Furniture
Nienkamper
Nova Solutions, Inc.
Novikoff, Inc.
Nucraft Furniture Co.
OFS
OSI
Old Hickory Furiture Co., Inc.
Omni International Incorporated
- Paoli, Inc. (See our ad on back cover)

Parisi, Inc.
Precision; a Jami Co.
The John Rogers Collection
Salman
U. Schaerer Sons Inc./Haller Systems
- Shelby Williams Industries, Inc. (See our ad on page 33)

Signature Office Furniture
Sligh Furniture
SMED International
Smith & Watson
Standard Cabinet Works Inc.
Steelcase Inc.
Tavola International
James M. Taylor & Co.
- Techline Furniture and Cabinetry (See our ad on page 94)

Teknion, Inc.
TELLA Inc.
Terra Furniture, Inc.
Trendway Corp.
Tuohy Furniture Corp.
United Chair;a FSI-Furniture Source International Co.
Vitra
Wilkhahn
Woodlore International Inc.

CASEGOODS - GENERAL OFFICE

Acta International Inc.
- Allsteel (See our ads on pages 38, 39, 45 & 46)

The Alma Group
Altura Studios Inc.
Anderson Hickey Company;a FSI-Furniture Source International Co.
Arteif Furniture Manufacturing Inc.
BPS Architectural Products Inc.
Bernhard Woodwork Ltd.
Business Accessories/Colecraft
CCN International, Inc.
Cleator Corporation
Conwed Designscape
Creative Dimensions, Inc.
Cumberland International
DSI Industries Inc.
Dakota Jackson
- DAR-RAN Furniture Industries (See our ad on page 89)
- Davis Furniture (See our ads on pages 19 & 56)

Delco Associates Inc. (Delco Office Systems)
Delta Wood Products, Inc.
EOC (Executive Office Concepts)
Ero Company
Executive Furniture, Inc.
GF Office Furniture, Ltd.
Geiger Brickel
- Gianni Inc. (See our ads on pages 26, 27 & 43)

Gilbert International, Inc.
Globe Business Furniture;a FSI-Furniture Source International Co.
The Gunlocke Company
HBF/HBF Textiles
- F.E. Hale Mfg. Co. (See our ad on page 53)

Hamilton Sorter Co. Inc.
Harden Contract
- Harpers (See our ads on pages 47 & 49)

Haskell of Pittsburgh, Inc.
Haworth, Inc.
High Point Furniture Industries, Inc.
The HON Company
ISE, Inc.
Interlübke
The Interna Collection, Ltd.
Inwood Office Furniture
Italian Trade Commission
J.B. Engineering Co.
JSI, A Division of Jasper Seating Company, Inc.
Jasper Desk Co., Inc.
Jax International
Jofco, Inc.
- KI (See our ad on page 30)
- Kimball Office Furniture Co. (See our ads on pages 50 & 66)

Kinetics, a Haworth company
Knoll
Krug Furniture Inc.
Kyo Corporation
L.U.I. Corp.
Lantz of New England
La-Z-Boy Business Furniture
Library Bureau
Lunstead, Inc., a Haworth company
Meridian Incorporated
Herman Miller, Inc.
Thos. Moser Cabinetmakers
Mueller, a Haworth company
Myrtle, a Haworth company
National Office Furniture Co.
National Office Services Inc.
Nevers Industries, Inc.
Nova Solutions, Inc.
Novikoff, Inc.
Nucraft Furniture Co.
OFS
OSI
Old Hickory Furiture Co., Inc.
Omni International Incorporated
- Paoli, Inc. (See our ad on back cover)

Parisi, Inc.
Precision; a Jami Co.
Rosemount Office Systems
Salman
U. Schaerer Sons Inc./Haller Systems
• Shelby Williams Industries, Inc. (See our ad on page 33)
Signature Office Furniture
Sligh Furniture
SMED International
Steelcase Inc.
• Techline Furniture and Cabinetry (See our ad on page 94)
TELLA Inc.
Terra Furniture, Inc.
Trendway Corp.
Tuohy Furniture Corp.
United Chair;a FSI-Furniture Source International Co.
Viking Acoustical/ERO
Vitra
Wilkhahn
Woodlore International Inc.

CASEGOODS - GUESTROOM

Accessories International, Inc.
Altura Studios Inc.
American of Martinsville
BPS Architectural Products Inc.
Bernhard Woodwork Ltd.
Blockhouse Company, Inc.
Dakota Jackson
Delta Wood Products, Inc.
Gilbert International, Inc.
Interlübke
The Interna Collection, Ltd.
Italian Trade Commission
JSI, A Division of Jasper Seating Company, Inc.
Jofco, Inc.
Kimball Lodging Group
La Lune Collection
Lane Co.;Contract Div.
Lantz of New England
Leggett & Platt
McGuire
ModuForm Inc.
Thos. Moser Cabinetmakers
Nucraft Furniture Co.
OFS
Old Hickory Furiture Co., Inc.
Parisi, Inc.
Rattan Interiors
The John Rogers Collection
• Shelby Williams Industries, Inc. (See our ad on page 33)
Sico North America Inc.
SMED International
Steelcase Inc.
• Techline Furniture and Cabinetry (See our ad on page 94)
Terra Furniture, Inc.
Thomasville Furniture

CASEGOODS - PATIENT ROOM

ADD Interior Systems
Adden Furniture, Inc.
American of Martinsville
• American Seating (See our ad on page 93)
BPS Architectural Products Inc.
Bernhard Woodwork Ltd.
Blockhouse Company, Inc.
Creative Dimensions, Inc.
Delta Wood Products, Inc.
Gilbert International, Inc.
Hill-Rom
Italian Trade Commission
Jackson of Danville
Jax International
Joerns Healthcare, Inc.
• KI (See our ad on page 30)
Kimball Lodging Group
ModuForm Inc.
Thos. Moser Cabinetmakers
Nemschoff Chairs, Inc.
Niedermaier Furniture
Omni International Incorporated
• Shelby Williams Industries, Inc. (See our ad on page 33)
SMED International
• Techline Furniture and Cabinetry (See our ad on page 94)
Terra Furniture, Inc.
Thomasville Furniture

CLASSROOM FURNITURE

Allseating
The Alma Group
• American Seating (See our ad on page 93)
Anderson Hickey Company;a FSI-Furniture Source International Co.
Anthro Corporation
Arteif Furniture Manufacturing Inc.
BPS Architectural Products Inc.
Blockhouse Company, Inc.
• Bretford Manufacturing, Inc. (See our ad on page 90)
Buckstaff Co.
The Children's Furniture Co.
Community, A Division of Jasper Seating Company, Inc.
Creative Dimensions, Inc.
DSI Industries Inc.
Eco-Stuff!
Ero Company
Forma Design
Globe Business Furniture;a FSI-Furniture Source International Co.
• F.E. Hale Mfg. Co. (See our ad on page 53)
Haskell of Pittsburgh, Inc.
Haworth, Inc.
High Point Furniture Industries, Inc.
The Interna Collection, Ltd.
Inwood Office Furniture
Italian Trade Commission
Jax International
• KI (See our ad on page 30)
KOH Design Inc.
Kids' Studio
Kinetics, a Haworth company
Kusch & Co.
Kyo Corporation
Lantz of New England
Meridian Incorporated
Thos. Moser Cabinetmakers
Nova Solutions, Inc.
Old Hickory Furiture Co., Inc.
Skools Inc.
SMED International
Southern Aluminum Mfg. Inc.
James M. Taylor & Co.
United Chair;a FSI-Furniture Source International Co.
Viking Acoustical/ERO
• Virco Manufacturing Corporation (See our ad on page 94)
Wilkhahn

COMPUTER SUPPORT FURNITURE

Acta International Inc.
The Alma Group
• American Seating (See our ad on page 93)
Anderson Hickey Company;a FSI-Furniture Source International Co.
Anthro Corporation
Arteif Furniture Manufacturing Inc.
Auton Company
BPS Architectural Products Inc.
Bernhard Woodwork Ltd.
Brayton International
• Bretford Manufacturing, Inc. (See our ad on page 90)
Buckstaff Co.
Business Accessories/Colecraft
CCN International, Inc.
Cleator Corporation
Compu-Pod Inc.
Conde House
Councill Business Furniture
Creative Dimensions, Inc.
DSI Industries Inc.
Dakota Jackson
• DAR-RAN Furniture Industries (See our ad on page 89)
Delco Associates Inc. (Delco Office Systems)
Delta Wood Products, Inc.
Design Options
Dynel International
EOC (Executive Office Concepts)
Engineered Data Products/Paralax
Ergo Systems Inc.
Ergonomic Design Inc.
Ergonomic Solutions, Inc.
Ero Company
Evans Consoles Inc.
Executive Furniture, Inc.
Fantasy Creations in Metal
Flex-Y-Plan Industries, Inc.
Forma Design
GF Office Furniture, Ltd.
• Gianni Inc. (See our ads on pages 26, 27 & 43)
Gilbert International, Inc.
Globe Business Furniture;a FSI-Furniture Source International Co.
The Gunlocke Company
HBF/HBF Textiles
Hamilton Sorter Co. Inc.
Harden Contract
Haskell of Pittsburgh, Inc.
Haworth, Inc.
Helikon Furniture Co.
High Point Furniture Industries, Inc.
Highsmith Inc.
The HON Company
ISE, Inc.

• Please see ad on page indicated

Innovative Office Products, Inc.
- Integrated Furniture Solutions (See our ad on page 37)
- Invincible Office Furniture (See our ad on page 48a-f)

Inwood Office Furniture
Italian Trade Commission
J.B. Engineering Co.
JSI, A Division of Jasper Seating Company, Inc.
Jasper Desk Co., Inc.
Jax International
Jofco, Inc.
- KI (See our ad on page 30)
- Kimball Office Furniture Co. (See our ads on pages 50 & 66)

Kinetics, a Haworth company
Knoll
Krug Furniture Inc.
Kusch & Co.
Kyo Corporation
Lantz of New England
Library Bureau
Luxor
Mayline
Meridian Incorporated
Metier
Herman Miller, Inc.
National Office Furniture Co.
Nova Solutions, Inc.
Novikoff, Inc.
Nucraft Furniture Co.
OFS
Office Specialty
Old Hickory Furiture Co., Inc.
Omni International Incorporated
Peter Pepper Products, Inc.
Plan Hold
Pleion Corporation
Precision; a Jami Co.
Ron Rezek Furniture and Lighting
Rosemount Office Systems
Rubbermaid Office Products, Inc.
SIS Human Factor Technologies, Inc.
Safco Products Co.
U. Schaerer Sons Inc./Haller Systems
Signature Office Furniture
Skools Inc.
Sligh Furniture
SMED International
Smith & Watson
Southern Aluminum Mfg. Inc.
Steelcase Inc.
- Techline Furniture and Cabinetry (See our ad on page 94)

Teknion, Inc.
TELLA Inc.
Tiffany Industries
Trendway Corp.
Tuohy Furniture Corp.
United Chair;a FSI-Furniture Source International Co.
- Vecta (See our ads on pages 40, 41 & 71)

Viking Acoustical/ERO
- Virco Manufacturing Corporation (See our ad on page 94)

Waterloo Furniture Components
Watson Furniture Systems
Wilkhahn
Woodlore International Inc.

DESKS & CREDENZAS

Accessories International, Inc.
Acta International Inc.
- Allsteel (See our ads on pages 38, 39, 45 & 46)

The Alma Group
Altura Studios Inc.
- American Seating (See our ad on page 93)

Anderson Hickey Company;a FSI-Furniture Source International Co.
Anthro Corporation
Arteif Furniture Manufacturing Inc.
BPS Architectural Products Inc.
Baker Furniture
Bernhard Woodwork Ltd.
Bernhardt Industries
Brueton
CCN International, Inc.
Cleator Corporation
Conde House
Councill Business Furniture
Creative Dimensions, Inc.
Cumberland International
DSI Industries Inc.
Dakota Jackson
- DAR-RAN Furniture Industries (See our ad on page 89)
- Davis Furniture (See our ads on pages 19 & 56)

Delta Wood Products, Inc.
Design Options
DuPont Corian®
Dynel International
EOC (Executive Office Concepts)
Equipto
Ero Company
Executive Furniture, Inc.
555 Automatic Inc.
Flex-Y-Plan Industries, Inc.
Forma Design
Geiger Brickel
- Gianni Inc. (See our ads on pages 26, 27 & 43)

Gilbert International, Inc.
Globe Business Furniture;a FSI-Furniture Source International Co.
The Gunlocke Company
HBF/HBF Textiles
Hamilton Sorter Co. Inc.
Harden Contract
- Harpers (See our ads on pages 47 & 49)

Haskell of Pittsburgh, Inc.
Haworth, Inc.
Helikon Furniture Co.
High Point Furniture Industries, Inc.
The HON Company
Interlübke
The Interna Collection, Ltd.
- Invincible Office Furniture (See our ad on page 48a-f)

Inwood Office Furniture
Italian Trade Commission
JSI, A Division of Jasper Seating Company, Inc.
Jasper Desk Co., Inc.
Jax International
Jofco, Inc.
- KI (See our ad on page 30)

KOH Design Inc.
John Kelly Furniture
Kimball Lodging Group
- Kimball Office Furniture Co. (See our ads on pages 50 & 66)

Kinetics, a Haworth company
Knoll
Krug Furniture Inc.
Kyo Corporation
L.U.I. Corp.
Lane Co.;Contract Div.
Lantz of New England
La-Z-Boy Business Furniture
Library Bureau
Lunstead, Inc., a Haworth company
MARVEL
McGuire
Charles McMurray Designs
Meridian Incorporated
Miller SQA
Herman Miller, Inc.
Thos. Moser Cabinetmakers
Mueller, a Haworth company
Myrtle, a Haworth company
National Office Furniture Co.
National Office Services Inc.
Niedermaier Furniture
Nienkamper
Nova Solutions, Inc.
Novikoff, Inc.
Nucraft Furniture Co.
OFS
OSI
Old Hickory Furiture Co., Inc.
Omni International Incorporated
- Paoli, Inc. (See our ad on back cover)

Parisi, Inc.
Precision; a Jami Co.
Prismatique
Rattan Interiors
Ron Rezek Furniture and Lighting
The John Rogers Collection
Rosemount Office Systems
Rubbermaid Office Products, Inc.
Salman
U. Schaerer Sons Inc./Haller Systems
- Shelby Williams Industries, Inc. (See our ad on page 33)

Sico North America Inc.
Signature Office Furniture
Sligh Furniture
SMED International
Smith & Watson
Steelcase Inc.
Tavola International
James M. Taylor & Co.
- Techline Furniture and Cabinetry (See our ad on page 94)

Teknion, Inc.
TELLA Inc.
Terra Furniture, Inc.
Trendway Corp.
Tuohy Furniture Corp.
United Chair;a FSI-Furniture Source International Co.
Viking Acoustical/ERO

• *Please see ad on page indicated*

- Virco Manufacturing Corporation (See our ad on page 94)
Vitra
Watson Furniture Systems
Wilkhahn
Woodlore International Inc.

DORMITORY FURNITURE

Adden Furniture, Inc.
American of Martinsville
Anthro Corporation
BPS Architectural Products Inc.
Bernhard Woodwork Ltd.
Buckstaff Co.
Creative Dimensions, Inc.
Delta Wood Products, Inc.
- F.E. Hale Mfg. Co. (See our ad on page 53)
The Interna Collection, Ltd.
Italian Trade Commission
- KI (See our ad on page 30)
Kimball Lodging Group
Kusch & Co.
Lantz of New England
Leggett & Platt
ModuForm Inc.
Thos. Moser Cabinetmakers
Nova Solutions, Inc.
Old Hickory Furiture Co., Inc.
Omni International Incorporated
Sauder Manufacturing Co.
Shafer Commercial Seating
- Shelby Williams Industries, Inc. (See our ad on page 33)
Sico North America Inc.
James M. Taylor & Co.
Terra Furniture, Inc.
Thomasville Furniture
- Virco Manufacturing Corporation (See our ad on page 94)

ECCLESIASTICAL FURNITURE

- American Seating (See our ad on page 93)
BPS Architectural Products Inc.
Bernhard Woodwork Ltd.
Dakota Jackson
Gilbert International, Inc.
Italian Trade Commission
Kusch & Co.
Old Hickory Furiture Co., Inc.
Sauder Manufacturing Co.
SMED International
- Virco Manufacturing Corporation (See our ad on page 94)

FIBERS

Amoco Fabrics & Fibers Co.
BASF Corporation
BASF Corporation Textile Products
DuPont Nylon Furnishings
Hoechst Celanese Corp.
Monsanto Contract Fibers

FILES & STORAGE

Adjustable Shelving Products Co.
- Allsteel (See our ads on pages 38, 39, 45 & 46)
The Alma Group
- American Seating (See our ad on page 93)
Anderson Hickey Company;a FSI-Furniture Source International Co.
Arteif Furniture Manufacturing Inc.
BPS Architectural Products Inc.
- Bretford Manufacturing, Inc. (See our ad on page 90)
CCN International, Inc.
Codified Media Corp.
Councill Business Furniture
Creative Dimensions, Inc.
Cumberland International
DSI Industries Inc.
Dakota Jackson
- DAR-RAN Furniture Industries (See our ad on page 89)
Delco Associates Inc. (Delco Office Systems)
Delta Wood Products, Inc.
Design Options
Dynel International
EOC (Executive Office Concepts)
Equipto
Ero Company
Executive Furniture, Inc.
Fillip Metal Cabinet Co.
GF Office Furniture, Ltd.
Geiger Brickel
- Gianni Inc. (See our ads on pages 26, 27 & 43)
Gilbert International, Inc.
Globe Business Furniture;a FSI-Furniture Source International Co.
HBF/HBF Textiles
Hamilton Sorter Co. Inc.
Harden Contract
- Harpers (See our ads on pages 47 & 49)
Haskell of Pittsburgh, Inc.
Haworth, Inc.
High Point Furniture Industries, Inc.
Holga Inc.
The HON Company
Interlübke
- Invincible Office Furniture (See our ad on page 48a-f)
Inwood Office Furniture
J.B. Engineering Co.
JSI, A Division of Jasper Seating Company, Inc.
Jasper Desk Co., Inc.
Jax International
Jofco, Inc.
- KI (See our ad on page 30)
- Kimball Office Furniture Co. (See our ads on pages 50 & 66)
Kinetics, a Haworth company
Knoll
Krug Furniture Inc.
Kwik-File
Kyo Corporation
L.U.I. Corp.
Lantz of New England
Lunstead, Inc., a Haworth company
MARVEL
Mayline
Meridian Incorporated
Metier
Miller SQA
Mueller, a Haworth company
Myrtle, a Haworth company
National Office Furniture Co.
Nova Solutions, Inc.
Novikoff, Inc.
Nucraft Furniture Co.
OFS
OSI
Office Specialty
Omni International Incorporated
Peter Pepper Products, Inc.
Plan Hold
Pleion Corporation
RB Contract, div. of Russ Bassett
Ron Rezek Furniture and Lighting
Richards-Wilcox
Rosemount Office Systems
Rubbermaid Office Products, Inc.
Safco Products Co.
Salman
U. Schaerer Sons Inc./Haller Systems
- Shelby Williams Industries, Inc. (See our ad on page 33)
SMED International
Smith & Watson
Steelcase Inc.
- Techline Furniture and Cabinetry (See our ad on page 94)
Teknion, Inc.
TELLA Inc.
Terra Furniture, Inc.
Trendway Corp.
United Chair;a FSI-Furniture Source International Co.
Viking Acoustical/ERO
Vitra
Woodlore International Inc.

FURNITURE COMPONENTS - CASTERS

Community, A Division of Jasper Seating Company, Inc.
EST Company
Hafele America Co.
Howe Furniture Corp.
ISE, Inc.
Italian Trade Commission
JSI, A Division of Jasper Seating Company, Inc.
Johnson Tables
SMED International
Steelcase Inc.
Sugatsune America, Inc.
Wilkhahn

FURNITURE COMPONENTS - CHAIR BASES

Community, A Division of Jasper Seating Company, Inc.
EST Company
Fantasy Creations in Metal
ISE, Inc.
Italian Trade Commission
JSI, A Division of Jasper Seating Company, Inc.
Shafer Commercial Seating
SMED International
Steelcase Inc.
Wilkhahn

FURNITURE COMPONENTS - DRAWER SLIDES

Accuride
Hafele America Co.
Italian Trade Commission

JSI, A Division of Jasper Seating Company, Inc.
SMED International
Steelcase Inc.
Sugatsune America, Inc.
Waterloo Furniture Components
Wilkhahn

FURNITURE COMPONENTS - HEIGHT MECHANISMS

Auton Company
Delta Wood Products, Inc.
EST Company
Ero Company
Hafele America Co.
ISE, Inc.
Italian Trade Commission
JSI, A Division of Jasper Seating Company, Inc.
SMED International
STABILUS
Steelcase Inc.
Suspa, Inc.
Wilkhahn

FURNITURE COMPONENTS - SWIVEL/TILT MECHANISMS

Auton Company
Community, A Division of Jasper Seating Company, Inc.
EST Company
Ergo Systems Inc.
Fantasy Creations in Metal
ISE, Inc.
Italian Trade Commission
JSI, A Division of Jasper Seating Company, Inc.
SMED International
Steelcase Inc.
Wilkhahn

FURNITURE COMPONENTS - TABLE BASES

- American Seating (See our ad on page 93)
Architectural Brass Co.
Blockhouse Company, Inc.
- Brown Jordan Company (See our ad on page 60)
Brueton
Business Accessories/Colecraft
CCN International, Inc.
Dakota Jackson
Design Options
Dynel International
EST Company
ERG International
Falcon Products, Inc.
Fantasy Creations in Metal
555 Automatic Inc.
Forma Design
Formica Corporation
- Forms + Surfaces (See our ad on page 7)
Hafele America Co.
Home on the Range
Howe Furniture Corp.
Intrex Corporation
Italian Trade Commission
JSI, A Division of Jasper Seating Company, Inc.
Johnson Tables
- KI (See our ad on page 30)
Kewaunee Scientific Corp.
L & B Contract Industries, Inc.
L & B Contract Industries West
Lantz of New England
Lodestar Statements in Stone
- Loewenstein Inc. (See our ads on pages 32 & 67)
MTS Seating
Metier
Doug Mockett & Company, Inc.
Nemschoff Chairs, Inc.
Old Hickory Furiture Co., Inc.
Peter Pepper Products, Inc.
Plymold Seating
Pompeii Furniture
Rattan Interiors
SIS Human Factor Technologies, Inc.
Shafer Commercial Seating
- Shelby Williams Industries, Inc. (See our ad on page 33)
SMED International
Steelcase Inc.
Sugatsune America, Inc.
TELLA Inc.
Terra Furniture, Inc.
Tropitone Furniture Co., Inc.
Tuohy Furniture Corp.
- Versteel (See our ads on pages 55, 65, 69 & 70)
- Virco Manufacturing Corporation (See our ad on page 94)
West Coast Industries
Wilkhahn

FURNITURE COMPONENTS - TABLE TOPS

- American Seating (See our ad on page 93)
Architectural Brass Co.
Avonite Inc.
Blockhouse Company, Inc.
- Brown Jordan Company (See our ad on page 60)
Brueton
Buckstaff Co.
Business Accessories/Colecraft
CCN International, Inc.
Cold Spring Granite Company
DSI Industries Inc.
Dynel International
ERG International
Ergonomic Solutions, Inc.
Falcon Products, Inc.
555 Automatic Inc.
Forma Design
Formica Corporation
- Forms + Surfaces (See our ad on page 7)
Home on the Range
Howe Furniture Corp.
Intrex Corporation
Italian Trade Commission
JSI, A Division of Jasper Seating Company, Inc.
Johnson Tables
- KI (See our ad on page 30)
Kewaunee Scientific Corp.
L & B Contract Industries, Inc.
L & B Contract Industries West
Lantz of New England
Lodestar Statements in Stone
- Loewenstein Inc. (See our ads on pages 32 & 67)
MTS Seating
Metamorphosis Design & Development, Inc.
Metier
Nemschoff Chairs, Inc.
OSI
Old Hickory Furiture Co., Inc.
Omni International Incorporated
Parisi, Inc.
Peter Pepper Products, Inc.
Plymold Seating
Pompeii Furniture
Shafer Commercial Seating
- Shelby Williams Industries, Inc. (See our ad on page 33)
Skyline Design
SMED International
Steelcase Inc.
TELLA Inc.
Terra Furniture, Inc.
Tropitone Furniture Co., Inc.
Tuohy Furniture Corp.
- Versteel (See our ads on pages 55, 65, 69 & 70)
Viking Acoustical/ERO
- Virco Manufacturing Corporation (See our ad on page 94)
Watson Furniture Systems
West Coast Industries
Wilkhahn

FURNITURE SYSTEMS

ABCO; a Jami Co.
Acta International Inc.
- American Seating (See our ad on page 93)
Anderson Hickey Company;a FSI-Furniture Source International Co.
Arteif Furniture Manufacturing Inc.
Asset Management Group
B & B Italia USA, Inc.
CCN International, Inc.
Conwed Designscape
Cumberland International
DSI Industries Inc.
Davies Office Refurnishing Inc.
Delco Associates Inc. (Delco Office Systems)
Delta Wood Products, Inc.
Design Link International
Dynel International
EOC (Executive Office Concepts)
555 Automatic Inc.
Flex-Y-Plan Industries, Inc.
Formica Corporation
GF Office Furniture, Ltd.
Geiger Brickel
Globe Business Furniture;a FSI-Furniture Source International Co.
The Gunlocke Company
Hamilton Sorter Co. Inc.
- Harpers (See our ads on pages 47 & 49)
Haskell of Pittsburgh, Inc.
Haworth, Inc.
The HON Company

ISE, Inc.
- Integrated Furniture Solutions (See our ad on page 37)

Interlübke
- Invincible Office Furniture (See our ad on page 48a-f)

Italian Trade Commission
J.B. Engineering Co.
Jax International
- KI (See our ad on page 30)

KOH Design Inc.
- Kimball Office Furniture Co. (See our ads on pages 50 & 66)

Knoll
Kyo Corporation
Lantz of New England
Luxor
MARVEL
Mayline
Metamorphosis Design & Development, Inc.
Metier
Miller SQA
Herman Miller, Inc.
Mode Corporation
National Business Services, Inc.
National Office Services Inc.
Novikoff, Inc.
OSI
Glen O'Brien Partition Co., Inc.
Office Specialty
Old Hickory Furiture Co., Inc.
Omni International Incorporated
- Panel Concepts, Inc. (See our ad on page 3)

Pleion Corporation
Precision; a Jami Co.
Rosemount Office Systems
Rubbermaid Office Products, Inc.
Sico North America Inc.
Signature Office Furniture
SMED International
Southern Aluminum Mfg. Inc.
Steelcase Inc.
- Techline Furniture and Cabinetry (See our ad on page 94)

Teknion, Inc.
TELLA Inc.
Terra Furniture, Inc.
Tiffany Industries
Transwall Corporation
Trendway Corp.
United Chair;a FSI-Furniture Source International Co.
Viking Acoustical/ERO
Vitra
Watson Furniture Systems
Woodlore International Inc.
Yates Furniture Systems

JUVENILE FURNITURE

Allseating
Arteif Furniture Manufacturing Inc.
The Children's Furniture Co.
Community, A Division of Jasper Seating Company, Inc.
Eco-Stuff!
Formica Corporation
Haworth, Inc.
HEWI Inc.
Inwood Office Furniture
Italian Trade Commission
Jax International
- KI (See our ad on page 30)

Kids' Studio
Kinetics, a Haworth company
Kroin Incorporated
- Loewenstein Inc. (See our ads on pages 32 & 67)

Old Hickory Furiture Co., Inc.
Playscapes, Inc. Children's Environments
Sauder Manufacturing Co.
Skools Inc.
- Techline Furniture and Cabinetry (See our ad on page 94)
- Virco Manufacturing Corporation (See our ad on page 94)

LABORATORY FURNITURE

Allseating
- American Seating (See our ad on page 93)

Anthro Corporation
Delta Wood Products, Inc.
Formica Corporation
- Integrated Furniture Solutions (See our ad on page 37)

Inwood Office Furniture
Kewaunee Scientific Corp.
Herman Miller, Inc.
Nova Solutions, Inc.
Rosemount Office Systems
SMED International
- Techline Furniture and Cabinetry (See our ad on page 94)

LEATHER

Anderson Hickey Company;a FSI-Furniture Source International Co.
Baker Furniture
Brayton International
Brueton
Campbell Contract
Contract Leather
Cumberland International
DSI Industries Inc.
Dakota Jackson
- DesignTex Inc. (See our ads on pages 5, 74, 75 & 83)

Dualoy, Inc.
Flexsteel Industries, Inc.
Globe Business Furniture;a FSI-Furniture Source International Co.
Hermes Leather Corp.
Italian Trade Commission
R. Jones & Assoc., Inc.
Knoll
McGuire
- Momentum Textiles (See our ads on pages 1, 86, 87 & inside front cover)

Novikoff, Inc.
The October Co., Inc.
Old Hickory Furiture Co., Inc.
Partners Leather
Rodolph, Inc.
Spradling International, Inc.
Steelcase Inc.
United Chair;a FSI-Furniture Source International Co.
Vitra
WITTMANN

LIBRARY FURNITURE

Adjustable Shelving Products Co.
Altura Studios Inc.
- American Seating (See our ad on page 93)

Anthro Corporation
Arteif Furniture Manufacturing Inc.
BTJ Scania, Inc.
Brayton International
- Bretford Manufacturing, Inc. (See our ad on page 90)

Buckstaff Co.
Business Accessories/Colecraft
CCN International, Inc.
The Children's Furniture Co.
Community, A Division of Jasper Seating Company, Inc.
Creative Dimensions, Inc.
Dakota Jackson
Dynel International
EOC (Executive Office Concepts)
Eco-Stuff!
Ero Company
Forma Design
Glaro, Inc.
- F.E. Hale Mfg. Co. (See our ad on page 53)

Hamilton Sorter Co. Inc.
Highsmith Inc.
Hunt Country Furniture, Inc.
The Interna Collection, Ltd.
Inwood Office Furniture
Italian Trade Commission
Jax International
- KI (See our ad on page 30)
- Kimball Office Furniture Co. (See our ads on pages 50 & 66)

Kroin Incorporated
Lantz of New England
Library Bureau
- Loewenstein Inc. (See our ads on pages 32 & 67)

Louis Interiors Inc.
Luxor
Charles McMurray Designs
Thos. Moser Cabinetmakers
Nova Solutions, Inc.
Novikoff, Inc.
Nucraft Furniture Co.
The John Rogers Collection
Rosemount Office Systems
U. Schaerer Sons Inc./Haller Systems
Shafer Commercial Seating
Skools Inc.
Smith & Watson
James M. Taylor & Co.
Terra Furniture, Inc.
Viking Acoustical/ERO
- Virco Manufacturing Corporation (See our ad on page 94)

Watson Furniture Systems

MIRRORS & MIRROR FRAMES

Accessories International, Inc.
Arte De Mexico
Brueton
Brunschwig & Fils, Inc.
Dakota Jackson

Delta Wood Products, Inc.
Donghia Furniture/Textiles
Forma Design
The French Reflection
Italian Trade Commission
George Kovacs Lighting
La Lune Collection
Old Hickory Furiture Co., Inc.
Omni International Incorporated
Pompeii Furniture
Questech Metals
Rattan Interiors
Robern/PL Bath Products
The John Rogers Collection
J. Robert Scott
The Spiral Collection
Terra Furniture, Inc.

OUTDOOR FURNITURE

Arte De Mexico
Barlow Tyrie
Design Link International
Falcon Products, Inc.
Forma Design
- Forms + Surfaces (See our ad on page 7)

Gardenside Ltd.
Giati Designs, Inc.
Intrex Corporation
Italian Trade Commission
- KI (See our ad on page 30)

John Kelly Furniture
Kingsley-Bate, Ltd.
Knoll
La Lune Collection
Landscape Forms
Lantz of New England
- Loewenstein Inc. (See our ads on pages 32 & 67)

McGuire
McKinnon and Harris, Inc.
Old Hickory Furiture Co., Inc.
Plymold Seating
Pompeii Furniture
RPI Designs
J. Robert Scott
- Shelby Williams Industries, Inc. (See our ad on page 33)

Smith & Hawken
Southern Aluminum Mfg. Inc.
Summit Furniture, Inc.
Terra Furniture, Inc.
Terracast
Tropitone Furniture Co., Inc.
Wausau Tile, Inc.
Weatherend Estate Furniture
Windsor Designs, Ltd.
Woodard Inc.

RESTAURANT FURNITURE

Allseating
- American Seating (See our ad on page 93)

Arte De Mexico
Brueton
Buckstaff Co.
Chaircraft
Community, A Division of Jasper Seating Company, Inc.
Creative Dimensions, Inc.
Dakota Jackson
Design Link International
EOC (Executive Office Concepts)
Falcon Products, Inc.
555 Automatic Inc.
Forma Design
Formica Corporation
- Forms + Surfaces (See our ad on page 7)

Gardenside Ltd.
Glaro, Inc.
Home on the Range
Hunt Country Furniture, Inc.
The Interna Collection, Ltd.
Italian Trade Commission
Johnson Tables
- KI (See our ad on page 30)

Keilhauer
Kimball Lodging Group
Kingsley-Bate, Ltd.
Knoll
Kusch & Co.
L & B Contract Industries, Inc.
L & B Contract Industries West
La Lune Collection
Lantz of New England
- Loewenstein Inc. (See our ads on pages 32 & 67)

Louis Interiors Inc.
MTS Seating
McGuire
Novikoff, Inc.
Office Specialty
Old Hickory Furiture Co., Inc.
Parisi, Inc.
Plymold Seating
Pompeii Furniture
Rattan Interiors
Shafer Commercial Seating
- Shelby Williams Industries, Inc. (See our ad on page 33)

Smith & Watson
Summit Furniture, Inc.
James M. Taylor & Co.
Terra Furniture, Inc.
Tropitone Furniture Co., Inc.
- Versteel (See our ads on pages 55, 65, 69 & 70)
- Virco Manufacturing Corporation (See our ad on page 94)

West Coast Industries
Wylie Systems

RETAIL DISPLAY FURNITURE & FIXTURES

Arte De Mexico
Bernhard Woodwork Ltd.
Dakota Jackson
Eco-Stuff!
Equipto
FR Systems International
555 Automatic Inc.
Formica Corporation
Glaro, Inc.
Hunt Country Furniture, Inc.
Indiana Cash Drawer Co.
Italian Trade Commission
Johnson Tables
KOH Design Inc.
Lawrence Metal Products
- Leucos USA Inc. (See our ad on page 22)

Mero Structures, Inc.
Mobile Cables System
Old Hickory Furiture Co., Inc.
Parisi, Inc.
Peter Pepper Products, Inc.
Questech Metals
Southern Aluminum Mfg. Inc.
Standard Cabinet Works Inc.
Terra Furniture, Inc.
Walker Display Inc.
Wylie Systems
Zero U.S. Corp.

SEATING - AUDITORIUM

ABCO; a Jami Co.
Allseating
- American Seating (See our ad on page 93)

Brayton International
Chromcraft Furniture
Comforto, a Haworth company
Dakota Jackson
David Edward
ERG International
FR Systems International
- Fixtures Furniture: a Jami Co. (See our ad on page 35)

Forma Design
Gregson
HAG, Inc.
Harter: a Jami Co.
Italian Trade Commission
- KI (See our ad on page 30)

Kusch & Co.
Lantz of New England
- Loewenstein Inc. (See our ads on pages 32 & 67)

MTS Seating
Old Hickory Furiture Co., Inc.
SMED International
- Virco Manufacturing Corporation (See our ad on page 94)

SEATING - DINING

AGI, Inc.
Accessories International, Inc.
Acta International Inc.
Allseating
The Alma Group
Altura Studios Inc.
American of Martinsville
- American Seating (See our ad on page 93)

Arconas
Arte De Mexico
August Incorporated
B & B Italia USA, Inc.
Baker Furniture
Barlow Tyrie
Bernhardt Industries
Bright Chair Company
D.S. Brown Co.
- Brown Jordan Company (See our ad on page 60)

Brueton
Buckstaff Co.
Cabot Wrenn
Carnegie
Carolina Business Furniture

Jack Cartwright, Inc.
Chaircraft
Chairmasters Inc.
Chromcraft Furniture
Community, A Division of Jasper Seating Company, Inc.
Conde House
Councill Business Furniture
Cumberland International
Dakota Jackson
Design Link International
Donghia Furniture/Textiles
EOC (Executive Office Concepts)
David Edward
ERG International
FR Systems International
Falcon Products, Inc.
• Fixtures Furniture: a Jami Co. (See our ad on page 35)
Flexsteel Industries, Inc.
Forma Design
Geiger Brickel
Giati Designs, Inc.
Gregson
Group Four Furniture Inc.
The Gunlocke Company
HBF/HBF Textiles
Harden Contract
Helikon Furniture Co.
Home on the Range
The HON Company
Hunt Country Furniture, Inc.
The Interna Collection, Ltd.
Inwood Office Furniture
Italian Trade Commission
Jackson of Danville
Joerns Healthcare, Inc.
R. Jones & Assoc., Inc.
• KI (See our ad on page 30)
Keilhauer
Kimball Lodging Group
• Kimball Office Furniture Co. (See our ads on pages 50 & 66)
Kingsley-Bate, Ltd.
Knoll
Kron usa
Krug Furniture Inc.
Kusch & Co.
L & B Contract Industries, Inc.
L & B Contract Industries West
Lantz of New England
• Loewenstein Inc. (See our ads on pages 32 & 67)
Louis Interiors Inc.
MTS Seating
Martin/Brattrud Inc.
McGuire
McKinnon and Harris, Inc.
Charles McMurray Designs
ModuForm Inc.
Thos. Moser Cabinetmakers
National Office Furniture Co.
Nemschoff Chairs, Inc.
Niedermaier Furniture
Nienkamper
Old Hickory Furiture Co., Inc.
Parisi, Inc.
Plymold Seating
Pompeii Furniture
Rattan Interiors
Sauder Manufacturing Co.
Scalamandré Contract
Shafer Commercial Seating
• Shelby Williams Industries, Inc. (See our ad on page 33)
SMED International
Smith & Watson
Steelcase Inc.
Summit Furniture, Inc.
James M. Taylor & Co.
Terra Furniture, Inc.
Thomasville Furniture
Thonet Industries
Tropitone Furniture Co., Inc.
• Vecta (See our ads on pages 40, 41 & 71)
• Virco Manufacturing Corporation (See our ad on page 94)
Weatherend Estate Furniture
West Coast Industries
• Westin-Nielsen Corporation (See our ads on pages 31, 64a-b & inside back cover)
Whitehall Furniture, Inc.
Wilkhahn
Windsor Designs, Ltd.
WITTMANN

SEATING - ERGONOMIC

AGI, Inc.
Acta International Inc.
Allseating
• Allsteel (See our ads on pages 38, 39, 45 & 46)
The Alma Group
• American Seating (See our ad on page 93)
Anderson Hickey Company;a FSI-Furniture Source International Co.
Arcadia Chair Company
Arconas
Baker Furniture
BEVCO Ergonomic Seating
Bodybilt Seating, Inc.
Brayton International
Cabot Wrenn
Carolina Business Furniture
Jack Cartwright, Inc.
Chromcraft Furniture
Comforto, a Haworth company
Councill Business Furniture
Cumberland International
DSI Industries Inc.
Dauphin
• Davis Furniture (See our ads on pages 19 & 56)
Dec Mobilier Inc.
Delco Associates Inc. (Delco Office Systems)
EOC (Executive Office Concepts)
David Edward
ERG International
Ergonomic Solutions, Inc.
FR Systems International
Falcon Products, Inc.
• Fixtures Furniture: a Jami Co. (See our ad on page 35)
Forma Design
Fraser Contract Furniture
GF Office Furniture, Ltd.
Geiger Brickel
Gilbert International, Inc.
Girsberger Office Seating
Globe Business Furniture;a FSI-Furniture Source International Co.
Grahl Industries, Inc.
Gregson
The Gunlocke Company
HBF/HBF Textiles
HAG, Inc.
Harden Contract
• Harpers (See our ads on pages 47 & 49)
Harter: a Jami Co.
Haskell of Pittsburgh, Inc.
Haworth, Inc.
High Point Furniture Industries, Inc.
The HON Company
ISE, Inc.
• Integrated Furniture Solutions (See our ad on page 37)
Inwood Office Furniture
Italian Trade Commission
JSI, A Division of Jasper Seating Company, Inc.
Jofco, Inc.
• KI (See our ad on page 30)
Keilhauer
• Kimball Office Furniture Co. (See our ads on pages 50 & 66)
King Contract Seating Inc
Knoll
Kron usa
Krug Furniture Inc.
Kusch & Co.
Lantz of New England
La-Z-Boy Business Furniture
The Lux Company
Lyon Metal Products
MARVEL
Mayline
McKinnon and Harris, Inc.
Miller SQA
Herman Miller, Inc.
Mueller, a Haworth company
Myrtle, a Haworth company
National Office Furniture Co.
Neutral Posture Ergonomics, Inc.
OFS
Office Master Inc.
Office Specialty
• Panel Concepts, Inc. (See our ad on page 3)
• Paoli, Inc. (See our ad on back cover)
Pleion Corporation
Rosemount Office Systems
Safco Products Co.
Salman
• Shelby Williams Industries, Inc. (See our ad on page 33)
Sligh Furniture
SMED International
Spectracom Technologies Corp.
Steelcase Inc.
Stylex
SuperiorChair
• Techline Furniture and Cabinetry (See our ad on page 94)
Teknion, Inc.

Thayer Coggin Institutional
Thonet Industries
Trendway Corp.
Tuohy Furniture Corp.
United Chair;a FSI-Furniture Source International Co.
- Vecta (See our ads on pages 40, 41 & 71)

Viking Acoustical/ERO
- Virco Manufacturing Corporation (See our ad on page 94)

Vitra
Whitehall Furniture, Inc.
Wilkhahn
WorkSpace International, Inc.
Wyandot Seating Division

SEATING - GUEST

AGI, Inc.
Accessories International, Inc.
Acta International Inc.
Adden Furniture, Inc.
Allseating
- Allsteel (See our ads on pages 38, 39, 45 & 46)

The Alma Group
American of Martinsville
- American Seating (See our ad on page 93)

Anderson Hickey Company;a FSI-Furniture Source International Co.
Arcadia Chair Company
Arconas
August Incorporated
B & B Italia USA, Inc.
Baker Furniture
Bernhardt Industries
Blackpointe Furniture Inc.
- Brandrud Furniture, Inc. (See our ad on page 93)

Brayton International
Bright Chair Company
D.S. Brown Co.
Brueton
Cabot Wrenn
Campbell Contract
Carnegie
Carolina Business Furniture
Jack Cartwright, Inc.
Chaircraft
Chairmasters Inc.
Chromcraft Furniture
Cleator Corporation
Comforto, a Haworth company
Conde House
Cumberland International
DSI Industries Inc.
Dauphin
- Davis Furniture (See our ads on pages 19 & 56)

Dec Mobilier Inc.
Delta Wood Products, Inc.
Design Link International
EOC (Executive Office Concepts)
David Edward
ERG International
Executive Furniture, Inc.
FR Systems International
Falcon Products, Inc.
555 Automatic Inc.
- Fixtures Furniture: a Jami Co. (See our ad on page 35)

Flexsteel Industries, Inc.
Forma Design
Fraser Contract Furniture
GF Office Furniture, Ltd.
Geiger Brickel
Gilbert International, Inc.
Girsberger Office Seating
Globe Business Furniture;a FSI-Furniture Source International Co.
Grahl Industries, Inc.
Gregson
Group Four Furniture Inc.
The Gunlocke Company
HBF/HBF Textiles
HAG, Inc.
Halcon Corporation
Harden Contract
- Harpers (See our ads on pages 47 & 49)

Harter: a Jami Co.
Haskell of Pittsburgh, Inc.
Haworth, Inc.
Helikon Furniture Co.
High Point Furniture Industries, Inc.
The HON Company
- Integrated Furniture Solutions (See our ad on page 37)

The Interna Collection, Ltd.
Inwood Office Furniture
Italian Trade Commission
JSI, A Division of Jasper Seating Company, Inc.
Jackson of Danville
Jasper Desk Co., Inc.
Jofco, Inc.
R. Jones & Assoc., Inc.
- KI (See our ad on page 30)

KT Furniture Inc.
Keilhauer
Kimball Lodging Group
- Kimball Office Furniture Co. (See our ads on pages 50 & 66)

Kinetics, a Haworth company
King Contract Seating Inc
Knoll
Kron usa
Krug Furniture Inc.
Kusch & Co.
La Lune Collection
Lantz of New England
La-Z-Boy Business Furniture
- Loewenstein Inc. (See our ads on pages 32 & 67)

The Lux Company
MTS Seating
Martin/Brattrud Inc.
McGuire
McKinnon and Harris, Inc.
Charles McMurray Designs
Metro Furniture Corp.
Miller SQA
Herman Miller, Inc.
ModuForm Inc.
Thos. Moser Cabinetmakers
Mueller, a Haworth company
National Office Furniture Co.
Nemschoff Chairs, Inc.
Neutral Posture Ergonomics, Inc.
Niedermaier Furniture
Novikoff, Inc.
OFS
Office Master Inc.
Office Specialty
Old Hickory Furiture Co., Inc.
- Paoli, Inc. (See our ad on back cover)

Patrician Furniture Co.
Pompeii Furniture
Rattan Interiors
The John Rogers Collection
Rosemount Office Systems
Salman
Sauder Manufacturing Co.
Scalamandré Contract
Scope Furniture Ltd.
Shafer Commercial Seating
- Shelby Williams Industries, Inc. (See our ad on page 33)

Sligh Furniture
SMED International
Smith & Watson
Spectracom Technologies Corp.
Steelcase Inc.
Stylex
Summit Furniture, Inc.
SuperiorChair
- Techline Furniture and Cabinetry (See our ad on page 94)

Teknion, Inc.
Terra Furniture, Inc.
Thayer Coggin Institutional
Thomasville Furniture
Thonet Industries
Trendway Corp.
Tuohy Furniture Corp.
United Chair;a FSI-Furniture Source International Co.
- Vecta (See our ads on pages 40, 41 & 71)
- Virco Manufacturing Corporation (See our ad on page 94)

Vitra
- Westin-Nielsen Corporation (See our ads on pages 31, 64a-b & inside back cover)

Whitehall Furniture, Inc.
R. M. Wieland Co., Inc.
Wilkhahn
WITTMANN
WorkSpace International, Inc.
Wyandot Seating Division

SEATING - LOUNGE

AGI, Inc.
Acta International Inc.
Adden Furniture, Inc.
- Allsteel (See our ads on pages 38, 39, 45 & 46)

The Alma Group
American of Martinsville
- American Seating (See our ad on page 93)

Anderson Hickey Company;a FSI-Furniture Source International Co.
Arcadia Chair Company
Arconas
Arte De Mexico
August Incorporated

B & B Italia USA, Inc.
Baker Furniture
Barlow Tyrie
Bernhardt Industries
Blackpointe Furniture Inc.
Blockhouse Company, Inc.
- Brandrud Furniture, Inc. (See our ad on page 93)

Brayton International
Bright Chair Company
D.S. Brown Co.
- Brown Jordan Company (See our ad on page 60)

Brueton
Brunschwig & Fils, Inc.
Buckstaff Co.
Cabot Wrenn
Campbell Contract
Carolina Business Furniture
Jack Cartwright, Inc.
Chaircraft
Chairmasters Inc.
The Children's Furniture Co.
Chromcraft Furniture
Conde House
Councill Business Furniture
Cumberland International
DSI Industries Inc.
Dakota Jackson
- Davis Furniture (See our ads on pages 19 & 56)

Dec Mobilier Inc.
Design Link International
Donghia Furniture/Textiles
EOC (Executive Office Concepts)
David Edward
ERG International
Executive Furniture, Inc.
FR Systems International
Falcon Products, Inc.
555 Automatic Inc.
Flexsteel Industries, Inc.
Forma Design
Fraser Contract Furniture
Geiger Brickel
Giati Designs, Inc.
Gilbert International, Inc.
Globe Business Furniture;a FSI-Furniture Source International Co.
Grahl Industries, Inc.
Gregson
Group Four Furniture Inc.
The Gunlocke Company
HBF/HBF Textiles
Harden Contract
Haworth, Inc.
High Point Furniture Industries, Inc.
The HON Company
Hunt Country Furniture, Inc.
The Interna Collection, Ltd.
Intrex Corporation
Inwood Office Furniture
Italian Trade Commission
JSI, A Division of Jasper Seating Company, Inc.
Jackson of Danville
Jasper Desk Co., Inc.
Joerns Healthcare, Inc.
Jofco, Inc.
R. Jones & Assoc., Inc.
- KI (See our ad on page 30)

KT Furniture Inc.
Keilhauer
- Kimball Office Furniture Co. (See our ads on pages 50 & 66)

Kinetics, a Haworth company
Knoll
Kron usa
Krug Furniture Inc.
Kusch & Co.
L & B Contract Industries, Inc.
L & B Contract Industries West
Lantz of New England
La-Z-Boy Business Furniture
- Loewenstein Inc. (See our ads on pages 32 & 67)

Louis Interiors Inc.
MTS Seating
Martin/Brattrud Inc.
McGuire
McKinnon and Harris, Inc.
Charles McMurray Designs
Metro Furniture Corp.
Herman Miller, Inc.
ModuForm Inc.
Thos. Moser Cabinetmakers
Mueller, a Haworth company
National Office Furniture Co.
Nemschoff Chairs, Inc.
Niedermaier Furniture
Nienkamper
Novikoff, Inc.
OFS
Office Master Inc.
Old Hickory Furiture Co., Inc.
- Paoli, Inc. (See our ad on back cover)

Patrician Furniture Co.
Playscapes, Inc. Children's Environments
Plymold Seating
Pompeii Furniture
RPI Designs
Rattan Interiors
The John Rogers Collection
Sauder Manufacturing Co.
Scalamandré Contract
Scope Furniture Ltd.
Shafer Commercial Seating
- Shelby Williams Industries, Inc. (See our ad on page 33)

SMED International
Smith & Watson
Steelcase Inc.
Summit Furniture, Inc.
SuperiorChair
- Techline Furniture and Cabinetry (See our ad on page 94)

Terra Furniture, Inc.
Thayer Coggin Institutional
Thomasville Furniture
Thonet Industries
Tropitone Furniture Co., Inc.
Tuohy Furniture Corp.
United Chair;a FSI-Furniture Source International Co.
- Vecta (See our ads on pages 40, 41 & 71)
- Virco Manufacturing Corporation (See our ad on page 94)

Weatherend Estate Furniture
- Westin-Nielsen Corporation (See our ads on pages 31, 64a-b & inside back cover)

Whitehall Furniture, Inc.
R. M. Wieland Co., Inc.
Wilkhahn
WITTMANN

SEATING - PATIENT

AGI, Inc.
Acta International Inc.
ADD Interior Systems
Adden Furniture, Inc.
American of Martinsville
- American Seating (See our ad on page 93)

August Incorporated
Blockhouse Company, Inc.
- Brandrud Furniture, Inc. (See our ad on page 93)

Brayton International
D.S. Brown Co.
Carnegie
Carolina Business Furniture
Chairmasters Inc.
Delta Wood Products, Inc.
Design Link International
EOC (Executive Office Concepts)
David Edward
ERG International
FR Systems International
Flexsteel Industries, Inc.
Grahl Industries, Inc.
Gregson
Group Four Furniture Inc.
Hill-Rom
Inwood Office Furniture
Italian Trade Commission
Jackson of Danville
Joerns Healthcare, Inc.
- KI (See our ad on page 30)

KT Furniture Inc.
Kimball Lodging Group
Kinetics, a Haworth company
Kusch & Co.
Lantz of New England
La-Z-Boy Business Furniture
- Loewenstein Inc. (See our ads on pages 32 & 67)

The Lux Company
Herman Miller, Inc.
ModuForm Inc.
Nemschoff Chairs, Inc.
Novikoff, Inc.
Playscapes, Inc. Children's Environments
Sauder Manufacturing Co.
- Shelby Williams Industries, Inc. (See our ad on page 33)

SMED International
Steelcase Inc.
Summit Furniture, Inc.
Thayer Coggin Institutional
Thomasville Furniture
Thonet Industries
- Westin-Nielsen Corporation (See our ads on pages 31, 64a-b & inside back cover)

Whitehall Furniture, Inc.
R. M. Wieland Co., Inc.

• ***Please see ad on page indicated***

SEATING - STACKING, GANGING

AGI, Inc.
Acta International Inc.
Adden Furniture, Inc.
Allseating
• Allsteel (See our ads on pages 38, 39, 45 & 46)
The Alma Group
American of Martinsville
• American Seating (See our ad on page 93)
Anderson Hickey Company;a FSI-Furniture Source International Co.
Arcadia Chair Company
Arteif Furniture Manufacturing Inc.
Blockhouse Company, Inc.
• Brandrud Furniture, Inc. (See our ad on page 93)
Brayton International
D.S. Brown Co.
• Brown Jordan Company (See our ad on page 60)
Cabot Wrenn
Carnegie
Carolina Business Furniture
Jack Cartwright, Inc.
Chaircraft
Chairmasters Inc.
The Children's Furniture Co.
Chromcraft Furniture
Comforto, a Haworth company
Conde House
Councill Business Furniture
Cumberland International
DSI Industries Inc.
Dakota Jackson
Dauphin
• Davis Furniture (See our ads on pages 19 & 56)
Delta Wood Products, Inc.
Design Link International
Donghia Furniture/Textiles
EOC (Executive Office Concepts)
David Edward
ERG International
FR Systems International
Falcon Products, Inc.
• Fixtures Furniture: a Jami Co. (See our ad on page 35)
Flexsteel Industries, Inc.
Forma Design
• Forms + Surfaces (See our ad on page 7)
GF Office Furniture, Ltd.
Geiger Brickel
Girsberger Office Seating
Globe Business Furniture;a FSI-Furniture Source International Co.
Grahl Industries, Inc.
Gregson
Group Four Furniture Inc.
The Gunlocke Company
HBF/HBF Textiles
HAG, Inc.
• Harpers (See our ads on pages 47 & 49)
Harter: a Jami Co.
Haskell of Pittsburgh, Inc.
Haworth, Inc.
The HON Company
• Integrated Furniture Solutions (See our ad on page 37)
The Interna Collection, Ltd.
Inwood Office Furniture
Italian Trade Commission
JSI, A Division of Jasper Seating Company, Inc.
Jackson of Danville
Jofco, Inc.
• KI (See our ad on page 30)
KT Furniture Inc.
Keilhauer
Kimball Lodging Group
• Kimball Office Furniture Co. (See our ads on pages 50 & 66)
Knoll
Kroin Incorporated
Kron usa
Krug Furniture Inc.
Kusch & Co.
L & B Contract Industries, Inc.
L & B Contract Industries West
Lantz of New England
La-Z-Boy Business Furniture
• Loewenstein Inc. (See our ads on pages 32 & 67)
MTS Seating
Martin/Brattrud Inc.
Metro Furniture Corp.
Miller SQA
Herman Miller, Inc.
ModuForm Inc.
National Office Furniture Co.
Novikoff, Inc.
OFS
Office Specialty
Patrician Furniture Co.
Plymold Seating
Rosemount Office Systems
Salman
Sauder Manufacturing Co.
Shafer Commercial Seating
• Shelby Williams Industries, Inc. (See our ad on page 33)
SMED International
Smith & Watson
Steelcase Inc.
Stylex
Summit Furniture, Inc.
SuperiorChair
Thayer Coggin Institutional
Thonet Industries
Trendway Corp.
Tropitone Furniture Co., Inc.
Tuohy Furniture Corp.
United Chair;a FSI-Furniture Source International Co.
• Vecta (See our ads on pages 40, 41 & 71)
• Versteel (See our ads on pages 55, 65, 69 & 70)
• Virco Manufacturing Corporation (See our ad on page 94)
Vitra
Weatherend Estate Furniture
• Westin-Nielsen Corporation (See our ads on pages 31, 64a-b & inside back cover)
Whitehall Furniture, Inc.
R. M. Wieland Co., Inc.
Wilkhahn
Windsor Designs, Ltd.
WITTMANN
WorkSpace International, Inc.

SHELVING

Adjustable Shelving Products Co.
Arteif Furniture Manufacturing Inc.
B & B Italia USA, Inc.
BTJ Scania, Inc.
Buckstaff Co.
CCN International, Inc.
Cumberland International
Dynel International
EOC (Executive Office Concepts)
Equipto
Interlübke
• KI (See our ad on page 30)
Kardex Systems, Inc.
Kewaunee Scientific Corp.
Kroin Incorporated
Lyon Metal Products
Magnuson Group Inc.
Omni International Incorporated
Safco Products Co.
Tuohy Furniture Corp.
Woodlore International Inc.

TABLES - CONFERENCE

ABCO; a Jami Co.
Adden Furniture, Inc.
• Allsteel (See our ads on pages 38, 39, 45 & 46)
Altura Studios Inc.
• American Seating (See our ad on page 93)
Arcadia Chair Company
Architectural Brass Co.
Arteif Furniture Manufacturing Inc.
Baker Furniture
• Joel Berman Glass Studios Ltd. (See our ad on page 92)
Blackpointe Furniture Inc.
Blockhouse Company, Inc.
• Brandrud Furniture, Inc. (See our ad on page 93)
• Bretford Manufacturing, Inc. (See our ad on page 90)
Business Accessories/Colecraft
CCN International, Inc.
Cabot Wrenn
Carolina Business Furniture
Chromcraft Furniture
Cleator Corporation
Conde House
Conwed Designscape
Councill Business Furniture
Creative Dimensions, Inc.
Cumberland International
DSI Industries Inc.
Dakota Jackson
• DAR-RAN Furniture Industries (See our ad on page 89)
• Davis Furniture (See our ads on pages 19 & 56)
Design Link International
Dynel International
EOC (Executive Office Concepts)
Ero Company

Executive Furniture, Inc.
Falcon Products, Inc.
Fantasy Creations in Metal
555 Automatic Inc.
- Fixtures Furniture: a Jami Co. (See our ad on page 35)

Forma Design
Formica Corporation
Geiger Brickel
- Gianni Inc. (See our ads on pages 26, 27 & 43)

Giati Designs, Inc.
Gilbert International, Inc.
Group Four Furniture Inc.
The Gunlocke Company
HBF/HBF Textiles
Halcon Corporation
Hamilton Sorter Co. Inc.
Harden Contract
Haskell of Pittsburgh, Inc.
Haworth, Inc.
Helikon Furniture Co.
High Point Furniture Industries, Inc.
The HON Company
Howe Furniture Corp.
The Interna Collection, Ltd.
Intrex Corporation
- Invincible Office Furniture (See our ad on page 48a-f)

Inwood Office Furniture
Italian Trade Commission
JSI, A Division of Jasper Seating Company, Inc.
Jasper Desk Co., Inc.
Jax International
Jofco, Inc.
Johnson Tables
R. Jones & Assoc., Inc.
- KI (See our ad on page 30)

KT Furniture Inc.
John Kelly Furniture
- Kimball Office Furniture Co. (See our ads on pages 50 & 66)

Knoll
Kron usa
Krug Furniture Inc.
Kusch & Co.
Kyo Corporation
Lantz of New England
Larsen
La-Z-Boy Business Furniture
Library Bureau
Lodestar Statements in Stone
- Loewenstein Inc. (See our ads on pages 32 & 67)

Lunstead, Inc., a Haworth company
MTS Seating
MARVEL
McGuire
McKinnon and Harris, Inc.
Charles McMurray Designs
Meridian Incorporated
Metro Furniture Corp.
Herman Miller, Inc.
ModuForm Inc.
Thos. Moser Cabinetmakers
Mueller, a Haworth company
National Office Furniture Co.
National Office Services Inc.
Nevers Industries, Inc.
Niedermaier Furniture
Nova Solutions, Inc.
Novikoff, Inc.
Nucraft Furniture Co.
OFS
OSI
Office Specialty
Old Hickory Furiture Co., Inc.
Omni International Incorporated
- Paoli, Inc. (See our ad on back cover)

Parisi, Inc.
Pettit Fine Furniture
Precision; a Jami Co.
Prismatique
Ron Rezek Furniture and Lighting
Rosemount Office Systems
Rubbermaid Office Products, Inc.
Salman
U. Schaerer Sons Inc./Haller Systems
Scope Furniture Ltd.
- Shelby Williams Industries, Inc. (See our ad on page 33)

Signature Office Furniture
Sligh Furniture
SMED International
Smith & Watson
Southern Aluminum Mfg. Inc.
Standard Cabinet Works Inc.
Steelcase Inc.
Superior Furniture™
Tavola International
James M. Taylor & Co.
- Techline Furniture and Cabinetry (See our ad on page 94)

Teknion, Inc.
TELLA Inc.
Terra Furniture, Inc.
Trendway Corp.
Tuohy Furniture Corp.
- Vecta (See our ads on pages 40, 41 & 71)
- Versteel (See our ads on pages 55, 65, 69 & 70)

Viking Acoustical/ERO
- Virco Manufacturing Corporation (See our ad on page 94)

Vitra
Watson Furniture Systems
Weatherend Estate Furniture
West Coast Industries
Wilkhahn
Woodlore International Inc.

TABLES - DINING

Accessories International, Inc.
Adden Furniture, Inc.
Altura Studios Inc.
- American Seating (See our ad on page 93)

Architectural Brass Co.
Arte De Mexico
B & B Italia USA, Inc.
Baker Furniture
Barlow Tyrie
- Joel Berman Glass Studios Ltd. (See our ad on page 92)
- Brandrud Furniture, Inc. (See our ad on page 93)

D.S. Brown Co.
- Brown Jordan Company (See our ad on page 60)

Business Accessories/Colecraft
CCN International, Inc.
Carolina Business Furniture
Chairmasters Inc.
Chromcraft Furniture
Conde House
Councill Business Furniture
Creative Dimensions, Inc.
Cumberland International
Dakota Jackson
Design Lighting Products Co.
Design Link International
Donghia Furniture/Textiles
EOC (Executive Office Concepts)
Falcon Products, Inc.
Fantasy Creations in Metal
555 Automatic Inc.
- Fixtures Furniture: a Jami Co. (See our ad on page 35)

Forma Design
Formica Corporation
- Forms + Surfaces (See our ad on page 7)

Geiger Brickel
Giati Designs, Inc.
Group Four Furniture Inc.
The Gunlocke Company
HBF/HBF Textiles
Harden Contract
Helikon Furniture Co.
Home on the Range
The HON Company
Howe Furniture Corp.
Hunt Country Furniture, Inc.
The Interna Collection, Ltd.
Italian Trade Commission
Jackson of Danville
Joerns Healthcare, Inc.
Johnson Tables
R. Jones & Assoc., Inc.
- KI (See our ad on page 30)

KT Furniture Inc.
John Kelly Furniture
Kimball Lodging Group
- Kimball Office Furniture Co. (See our ads on pages 50 & 66)

Kingsley-Bate, Ltd.
Knoll
Koch & Lowy
Kron usa
Kusch & Co.
La Lune Collection
Lantz of New England
Lodestar Statements in Stone
- Loewenstein Inc. (See our ads on pages 32 & 67)

MTS Seating
McGuire
McKinnon and Harris, Inc.
Charles McMurray Designs
ModuForm Inc.
Thos. Moser Cabinetmakers
National Office Services Inc.
Nemschoff Chairs, Inc.
Niedermaier Furniture
Old Hickory Furiture Co., Inc.
Parisi, Inc.
Plymold Seating

• Please see ad on page indicated

Pompeii Furniture
Prismatique
Rattan Interiors
The John Rogers Collection
Scalamandré Contract
Shafer Commercial Seating
- Shelby Williams Industries, Inc. (See our ad on page 33)

Sico North America Inc.
Smith & Hawken
Smith & Watson
Southern Aluminum Mfg. Inc.
Steelcase Inc.
Summit Furniture, Inc.
Superior Furniture™
James M. Taylor & Co.
Terra Furniture, Inc.
Thonet Industries
Tropitone Furniture Co., Inc.
- Vecta (See our ads on pages 40, 41 & 71)
- Versteel (See our ads on pages 55, 65, 69 & 70)
- Virco Manufacturing Corporation (See our ad on page 94)

Wausau Tile, Inc.
Weatherend Estate Furniture
West Coast Industries
Wilkhahn
Woodlore International Inc.

TABLES - OCCASIONAL

AGI, Inc.
Accessories International, Inc.
Adden Furniture, Inc.
Allé, Ltd.
Altura Studios Inc.
- American Seating (See our ad on page 93)

Arcadia Chair Company
Architectural Brass Co.
August Incorporated
Baker Furniture
Barlow Tyrie
- Joel Berman Glass Studios Ltd. (See our ad on page 92)

Bernhardt Industries
Blackpointe Furniture Inc.
- Brandrud Furniture, Inc. (See our ad on page 93)

Brayton International
D.S. Brown Co.
- Brown Jordan Company (See our ad on page 60)

Brunschwig & Fils, Inc.
Business Accessories/Colecraft
CCN International, Inc.
Cabot Wrenn
Campbell Contract
Carolina Business Furniture
Casella Lighting & Designer Hardware
Chairmasters Inc.
Chromcraft Furniture
Cleator Corporation
Community, A Division of Jasper Seating Company, Inc.
Conde House
Councill Business Furniture
Creative Dimensions, Inc.
Cumberland International
Dakota Jackson
- DAR-RAN Furniture Industries (See our ad on page 89)
- Davis Furniture (See our ads on pages 19 & 56)

Design Lighting Products Co.
Design Link International
Donghia Furniture/Textiles
EOC (Executive Office Concepts)
David Edward
Executive Furniture, Inc.
Falcon Products, Inc.
Fantasy Creations in Metal
555 Automatic Inc.
- Fixtures Furniture: a Jami Co. (See our ad on page 35)

Forma Design
Formica Corporation
Geiger Brickel
- Gianni Inc. (See our ads on pages 26, 27 & 43)

Giati Designs, Inc.
Gilbert International, Inc.
Group Four Furniture Inc.
The Gunlocke Company
HBF/HBF Textiles
Halcon Corporation
Harden Contract
Haworth, Inc.
Helikon Furniture Co.
High Point Furniture Industries, Inc.
The HON Company
Hunt Country Furniture, Inc.
The Interna Collection, Ltd.
Inwood Office Furniture
Italian Trade Commission
JSI, A Division of Jasper Seating Company, Inc.
Joerns Healthcare, Inc.
Jofco, Inc.
Johnson Tables
R. Jones & Assoc., Inc.
- KI (See our ad on page 30)

KT Furniture Inc.
John Kelly Furniture
Kimball Lodging Group
- Kimball Office Furniture Co. (See our ads on pages 50 & 66)

Kinetics, a Haworth company
Kingsley-Bate, Ltd.
Knoll
Koch & Lowy
George Kovacs Lighting
Kron usa
Krug Furniture Inc.
Kusch & Co.
La Lune Collection
Lantz of New England
Larsen
Lodestar Statements in Stone
- Loewenstein Inc. (See our ads on pages 32 & 67)

McGuire
McKinnon and Harris, Inc.
Charles McMurray Designs
Metro Furniture Corp.
Herman Miller, Inc.
ModuForm Inc.
Thos. Moser Cabinetmakers
Mueller, a Haworth company
National Office Furniture Co.
Nemschoff Chairs, Inc.
Niedermaier Furniture
Nienkamper
Novikoff, Inc.
Nucraft Furniture Co.
OFS
OSI
Office Specialty
Old Hickory Furiture Co., Inc.
- Paoli, Inc. (See our ad on back cover)

Peter Pepper Products, Inc.
Pompeii Furniture
Prismatique
RPI Designs
Rattan Interiors
The John Rogers Collection
Salman
Scope Furniture Ltd.
Shafer Commercial Seating
Signature Office Furniture
Smith & Hawken
Smith & Watson
The Spiral Collection
Steelcase Inc.
Summit Furniture, Inc.
James M. Taylor & Co.
TELLA Inc.
Terra Furniture, Inc.
Thonet Industries
Tropitone Furniture Co., Inc.
Tuohy Furniture Corp.
- Vecta (See our ads on pages 40, 41 & 71)
- Versteel (See our ads on pages 55, 65, 69 & 70)
- Virco Manufacturing Corporation (See our ad on page 94)

Weatherend Estate Furniture
- Westin-Nielsen Corporation (See our ads on pages 31, 64a-b & inside back cover)

R. M. Wieland Co., Inc.
Woodlore International Inc.

TABLES - TRAINING

ABCO; a Jami Co.
- American Seating (See our ad on page 93)

Anderson Hickey Company;a FSI-Furniture Source International Co.
Anthro Corporation
Arteif Furniture Manufacturing Inc.
- Bretford Manufacturing, Inc. (See our ad on page 90)

D.S. Brown Co.
Business Accessories/Colecraft
CCN International, Inc.
Chromcraft Furniture
Creative Dimensions, Inc.
- Davis Furniture (See our ads on pages 19 & 56)

EOC (Executive Office Concepts)
Ero Company
Falcon Products, Inc.
Fantasy Creations in Metal
- Fixtures Furniture: a Jami Co. (See our ad on page 35)

• Please see ad on page indicated

Forma Design
Formica Corporation
• Gianni Inc. (See our ads on pages 26, 27 & 43)
Gilbert International, Inc.
Globe Business Furniture;a FSI-Furniture Source International Co.
Group Four Furniture Inc.
The Gunlocke Company
HBF/HBF Textiles
Hamilton Sorter Co. Inc.
• Harpers (See our ads on pages 47 & 49)
Haworth, Inc.
The HON Company
Howe Furniture Corp.
• Invincible Office Furniture (See our ad on page 48a-f)
Inwood Office Furniture
Johnson Tables
• KI (See our ad on page 30)
KT Furniture Inc.
Kewaunee Scientific Corp.
• Kimball Office Furniture Co. (See our ads on pages 50 & 66)
Kinetics, a Haworth company
Knoll
Kusch & Co.
Lantz of New England
• Loewenstein Inc. (See our ads on pages 32 & 67)
Luxor
MARVEL
Metier
Metro Furniture Corp.
ModuForm Inc.
National Office Services Inc.
Nevers Industries, Inc.
Nova Solutions, Inc.
Novikoff, Inc.
Nucraft Furniture Co.
OFS
Office Specialty
Old Hickory Furiture Co., Inc.
Omni International Incorporated
Precision; a Jami Co.
Prismatique
Rosemount Office Systems
U. Schaerer Sons Inc./Haller Systems
• Shelby Williams Industries, Inc. (See our ad on page 33)
Signature Office Furniture
SMED International
Southern Aluminum Mfg. Inc.
Steelcase Inc.
Superior Furniture™
TELLA Inc.
Trendway Corp.
United Chair;a FSI-Furniture Source International Co.
• Vecta (See our ads on pages 40, 41 & 71)
• Versteel (See our ads on pages 55, 65, 69 & 70)
Viking Acoustical/ERO
• Virco Manufacturing Corporation (See our ad on page 94)
Vitra
Watson Furniture Systems
West Coast Industries

R. M. Wieland Co., Inc.
Wilkhahn

TEXTILES - DRAPERY & CASEMENT

ADO Corporation
Ametex/Robert Allen Contract Fabrics
• Arc-Com Fabrics, Inc. (See our ads on pages 73, 84 & 85)
Brunschwig & Fils, Inc.
Carnegie
Coral of Chicago
The Creative Edge, Inc.
Crypton, Hi-Tex, Inc.
• DesignTex Inc. (See our ads on pages 5, 74, 75 & 83)
Donghia Furniture/Textiles
FR Systems International
Fantagraph
Greeff
HBF/HBF Textiles
Hoechst Celanese Corp.
Italian Trade Commission
Knoll
Boris Kroll Fabric
Larsen
Lee Jofa Inc.
Maharam
Milliken VISA Fabrics
NEO Design, Inc.
Newcastle Fabrics
Sina Pearson Textiles
Pindler & Pindler, Inc.
Pollack & Associates
Richmond Textiles, Inc.
Rodolph, Inc.
Maya Romanoff Corporation
Scalamandré Contract
F. Schumacher & Co.
J. Robert Scott
Stroheim & Romann, Inc.
Textus Group Inc.
Willow Tex Inc.

TEXTILES - FABRIC FINISHING

Ametex/Robert Allen Contract Fabrics
Canada Wallcoverings Corporation
• DesignTex Inc. (See our ads on pages 5, 74, 75 & 83)
DuPont Teflon Performance Products
Boris Kroll Fabric
Maharam
Scalamandré Contract
Summit Furniture, Inc.
Textus Group Inc.

TEXTILES - PANEL & WALLCOVERING

Absecon Mills, Inc.
• Advantage Office Systems (See our ad on page 91)
Ametex/Robert Allen Contract Fabrics
ANZEA
• Arc-Com Fabrics, Inc. (See our ads on pages 73, 84 & 85)
Architex International
Blumenthal, Inc.
Brejtfus Enterprises, Inc.
Brunschwig & Fils, Inc.
C & A Contract Wallcoverings
Carnegie
Chatham Fabrics/CMI Ind. Inc.
Coral of Chicago
The Creative Edge, Inc.
Deepa Textiles
Design Options
• DesignTex Inc. (See our ads on pages 5, 74, 75 & 83)
Donghia Furniture/Textiles
Dynel International
ESSI Accoustical Products Co.
Eurotex Inc.
FR Systems International
F.S. Contract
Fabra-Wall Ltd.
Flexi-Wall Systems
Gilford
Greeff
Guilford of Maine
H & S Sales, Inc.
HBF/HBF Textiles
Haworth, Inc.
Hoechst Celanese Corp.
Italian Trade Commission
Johnson Tables
• KI (See our ad on page 30)
Knoll
Boris Kroll Fabric
Larsen
Lee Jofa Inc.
Maharam
• Momentum Textiles (See our ads on pages 1, 86, 87 & inside front cover)
NEO Design, Inc.
Newcastle Fabrics
Pallas Textiles
Sina Pearson Textiles
Pollack & Associates
Rodolph, Inc.
Maya Romanoff Corporation
Scalamandré Contract
F. Schumacher & Co.
J. Robert Scott
Seabrook Wallcoverings
Snap-Tex Systems, Inc.
Steelcase Inc.
Stroheim & Romann, Inc.
TSC Textile Sales & Consultants
Textus Group Inc.
Wall Fashion, Inc.
Willow Tex Inc.
Wolf-Gordon Inc.

TEXTILES - UPHOLSTERY

Absecon Mills, Inc.
Ametex/Robert Allen Contract Fabrics
ANZEA
• Arc-Com Fabrics, Inc. (See our ads on pages 73, 84 & 85)
Architex International
Atlanta Architectural Textiles, Inc
August Incorporated
Baker Furniture
Blumenthal, Inc.
Paul Brayton Designs
Brejtfus Enterprises, Inc.
Brunschwig & Fils, Inc.
Canada Wallcoverings Corporation

Carnegie
Chatham Fabrics/CMI Ind. Inc.
Coral of Chicago
The Creative Edge, Inc.
Crypton, Hi-Tex, Inc.
Cumberland International
Deepa Textiles
- DesignTex Inc. (See our ads on pages 5, 74, 75 & 83)

Donghia Furniture/Textiles
Douglass Industries Inc.
David Edward
FR Systems International
F.S. Contract
Fantagraph
Geiger Brickel
Giati Designs, Inc.
Gilford
Greeff
Guilford of Maine
HBF/HBF Textiles
Haworth, Inc.
Hemisphere International
Hermes Leather Corp.
Hoechst Celanese Corp.
International Fabrics, Inc.
Italian Trade Commission
- KI (See our ad on page 30)

Knoll
Boris Kroll Fabric
Larsen
Lee Jofa Inc.
Maharam
Milliken VISA Fabrics
- Momentum Textiles (See our ads on pages 1, 86, 87 & inside front cover)

NEO Design, Inc.
Newcastle Fabrics
Novikoff, Inc.
Old Hickory Furiture Co., Inc.
Pallas Textiles
Sina Pearson Textiles
Pindler & Pindler, Inc.
Pollack & Associates
Richmond Textiles, Inc.
Rodolph, Inc.
Scalamandré Contract
F. Schumacher & Co.
J. Robert Scott
- Shelby Williams Industries, Inc. (See our ad on page 33)

Steelcase Inc.
Stroheim & Romann, Inc.
TSC Textile Sales & Consultants
James M. Taylor & Co.
Textus Group Inc.
Jim Thompson Thai Silk
Willow Tex Inc.

TRADING DESKS

Business Accessories/Colecraft
Haworth, Inc.
SMED International
TELLA Inc.
Woodtronics

VINYL UPHOLSTERY

Ametex/Robert Allen Contract Fabrics
- Arc-Com Fabrics, Inc. (See our ads on pages 73, 84 & 85)

Architex International
Atlanta Architectural Textiles, Inc
Blumenthal, Inc.
Paul Brayton Designs
Canada Wallcoverings Corporation
The Creative Edge, Inc.
Cumberland International
- DesignTex Inc. (See our ads on pages 5, 74, 75 & 83)

Douglass Industries Inc.
David Edward
FR Systems International
Fantagraph
Gilford
Hemisphere International
Innovations in Wallcoverings, Inc.
International Fabrics, Inc.
- KI (See our ad on page 30)

Maharam
- Momentum Textiles (See our ads on pages 1, 86, 87 & inside front cover)
- Shelby Williams Industries, Inc. (See our ad on page 33)

Spradling International, Inc.
TSC Textile Sales & Consultants
Uniroyal/Naugahyde
Willow Tex Inc.
Wolf-Gordon Inc.

INTERIOR ARCHITECTURE

ACCESSORIES - ART, ARTIFACTS & ANTIQUES

Arte De Mexico
Artsource
Computer Image Systems
Corporate Art Portfolio
Dina Art Co.
555 Automatic Inc.
Niedermaier Furniture
Questech Metals
The John Rogers Collection
Scalamandré Contract
- Winn Devon Art Group (See our ad on page 94)

ACCESSORIES - DESK & OFFICE

Allé, Ltd.
Allyn Bank Equipment Co.
Anthro Corporation
Blockhouse Company, Inc.
Business Accessories/Colecraft
Codified Media Corp.
D.I.G.S.
DSI Industries Inc.
Delco Associates Inc. (Delco Office Systems)
EOC (Executive Office Concepts)
Engineered Data Products/Paralax
Ergo Systems Inc.
Ergonomic Design Inc.
Ergonomic Solutions, Inc.
Fantasy Creations in Metal
Forma Design
Fuller Contract Accessories Corp.
Gilbert International, Inc.
Glaro, Inc.
ISE, Inc.
Indiana Cash Drawer Co.
Innovative Office Products, Inc.
Inwood Office Furniture
KOH Design Inc.
Knoll
Magnuson Group Inc.
Matel Bank & Desk Accessories
Meridian Incorporated
Metamorphosis Design & Development, Inc.
Metier
Metro Furniture Corp.
Herman Miller, Inc.
Niedermaier Furniture
Nova Solutions, Inc.
Peter Pepper Products, Inc.
Polaroid Corporation;Polarizer Div.
The John Rogers Collection
Sainberg & Co. Inc.
SMED International
Smith McDonald Corp.
Spectracom Technologies Corp.
Steelcase Inc.
TOPsiders, Inc.
Viking Acoustical/ERO
Wilkhahn
Woodlore International Inc.

ACCESSORIES - PLANTERS

Accessories International, Inc.
Allé, Ltd.
Architectural Brass Co.
Barlow Tyrie
CCN International, Inc.
Cornelius Architectural Products
Fantasy Creations in Metal
- Forms + Surfaces (See our ad on page 7)

Fuller Contract Accessories Corp.
Gardenside Ltd.
Gilbert International, Inc.
Glaro, Inc.
Intrex Corporation
- KI (See our ad on page 30)

Lawrence Metal Products
Derek Marshall Lighting
Meridian Incorporated
Peter Pepper Products, Inc.
Plymold Seating
RPI Designs
The John Rogers Collection
Safco Products Co.
The Spiral Collection
Summit Furniture, Inc.
Terracast
TOPsiders, Inc.
Wausau Tile, Inc.
Weatherend Estate Furniture

ACCESSORIES - SIGNAGE

ADA Sign Systems Inc.
ASI Sign Systems
Allé, Ltd.
Allyn Bank Equipment Co.
Americraft Co., Inc.
- APCO Graphics, Inc. (See our ad on page 94)

Architectural Brass Co.
Avonite Inc.
Best Sign Systems
Brejtfus Enterprises, Inc.

• *Please see ad on page indicated*

Cold Spring Granite Company
Cornelius Architectural Products
Designer Moulding
555 Automatic Inc.
Glaro, Inc.
Innerface Architectural Signage, Inc.
King Products Inc.
Kroy, Inc.
Lampas USA
Lavi Industries
Lettering Specialists, Inc.
Matel Bank & Desk Accessories
Mero Structures, Inc.
Mobile Cables System
Panduit Corp.
Pennsylvania Globe & Gaslight Co.
Quartet Manufacturing Co.
Roland Digital Group America
Scott Sign Systems, Inc.
Seton Identification Products
Skyline Design
System 2/90, Inc.

CARPETING - BROADLOOM

Atlas Carpet Mills
Beaulieu Commercial Carpets
• Bentley Mills, Inc. (See our ads on pages 10 & 11)
Burtco Enterprises, Inc.
Carter Carpets
Couristan, Inc.
Crossley Carpet Mills Ltd.
Durkan Patterned Carpet, Inc.
Eurotex Inc.
Fabrica International
Edward Fields, Inc.
Glen Eden Wool Carpet
Harbinger Carpets
• Interface Flooring Systems, Inc. (See our ad on page 15)
Invision Carpet Systems
Italian Trade Commission
J&J Industries, Inc.
Karastan Contract
Boris Kroll Fabric
Larsen
Lees
Lotus Carpets
Mannington Commercial
Masland Carpets
Milliken Carpet
Mohawk Commercial Carpet
Monterey Carpets
Pacificrest Mills
Patcraft Commercial
• Prince Street (See our ad on page 12)
Scalamandré Contract
Shaw Contract Group
Sherwin-Williams Company
Soroush Custom Rugs
Spinning Wheel Rugs
Tufenkian Tibetan Carpets
U.S. Axminster, Inc.
Ulster Carpet Mills
United Technical Products Inc.
Van Dijk Carpet, Inc.
Western Solutions
Westweave Carpet Mills

CARPETING - CARPET BACKING

Beaulieu Commercial Carpets
• Bentley Mills, Inc. (See our ads on pages 10 & 11)
The Dow Chemical Company
Patcraft Commercial
Sponge Cushion, Inc.
3M/TacFast Carpet System
United Technical Products Inc.

CARPETING - MODULAR/CARPET TILE

Beaulieu Commercial Carpets
• Bentley Mills, Inc. (See our ads on pages 10 & 11)
Collins & Aikman Floorcoverings
Eurotex Inc.
InterFace AR
• Interface Flooring Systems, Inc. (See our ad on page 15)
Italian Trade Commission
Lees
Mannington Commercial
Milliken Carpet
Shaw Contract Group
Tate Access Floors Inc.
United Technical Products Inc.
Van Dijk Carpet, Inc.

CEILING FANS

Hunter Fan Company
Kenro Light

CEILING TILES & CEILING SYSTEMS

AA Abbingdon Affiliates, Inc.
Alcan Building Products
Armstrong World Industries, Inc.
The Celotex Corporation
Chicago Metallic Corp.
Conwed Designscape
Envel Design Corp.
ESSI Accoustical Products Co.
Gage Corporation, Int.
Gordon Inc.
Hunter Douglas Architectural Products, Inc.
Kemlite Company, Inc.
Mero Structures, Inc.
Tectum, Inc.
USG Interiors, Inc.
Warren Technology
Wylie Systems

DOORS

Acme Architectural Walls
Arte De Mexico
Bernhard Woodwork Ltd.
ESSEX Industries, Inc.
• Forms + Surfaces (See our ad on page 7)
Hufcor Inc.
Italian Trade Commission
Marvin Windows & Doors
N.T. Dor-O-Matic Inc.
Pella Corporation
Pinecrest
SMED International
Standard Cabinet Works Inc.

DRINKING FOUNTAINS

Elkay Manufacturing Co.
Halsey Taylor

DRYWALL

The Celotex Corporation

FLOORING - FLOOR MATTING SYSTEMS

C/S Group
Collins & Aikman Floorcoverings
Deco Gard Products
The R.C. Musson Rubber Co.
Nuway Matting Systems Inc.
Pawling Corp.
Tepromark International
Van Dijk Carpet, Inc.

FLOORING - RUBBER

Endura
Freudenberg Building Systems, Inc.
Johnsonite
Mercer Products Company, Inc.
The R.C. Musson Rubber Co.
Pawling Corp.
Roppe Corporation
Sponge Cushion, Inc.
United Technical Products Inc.
Vinyl Plastics, Inc. (VPI)

FLOORING - VINYL

• Amtico International Inc. (See our ad on page 77)
Armstrong World Industries, Inc.
Azrock Industries Inc.
Congoleum Corp.
Forbo Industries
Gilford
Lonseal, Inc.
Mannington Commercial
Pawling Corp.
Roppe Corporation
Sherwin-Williams Company
Sincol of America Inc.
Tarkett Inc.
Toli International
Vinyl Plastics, Inc. (VPI)

FLOORING - WOOD

Italian Trade Commission
PermaGrain Products, Inc.

GLASS BLOCK

Circle Redmont Inc.
• Leucos USA Inc. (See our ad on page 22)

GLASS, ARCHITECTURAL

• Joel Berman Glass Studios Ltd. (See our ad on page 92)
Circle Redmont Inc.
Forma Design
• Leucos USA Inc. (See our ad on page 22)
Lodestar Statements in Stone
Mero Structures, Inc.
Skyline Design
SMED International
Southwall Technologies, Inc.

GLASS, DECORATIVE

Acme Architectural Walls
• Joel Berman Glass Studios Ltd. (See our ad on page 92)
Forma Design
• Leucos USA Inc. (See our ad on page 22)
Lodestar Statements in Stone
Pinecrest
Shelly Tile
Skyline Design
SMED International

HARDWARE, DOOR
- Acme Architectural Walls
- • Advantage Office Systems (See our ad on page 91)
- Arte De Mexico
- Baldwin
- Corbin & Russwin Architecutral Hardware
- D.I.G.S.
- ESSEX Industries, Inc.
- • Forms + Surfaces (See our ad on page 7)
- Hafele America Co.
- Hettich America L.P.
- HEWI Inc.
- Italian Trade Commission
- JADO Bathroom and Hardware Mfg. Corp.
- Kawneer Company, Inc.
- LCN Closers Division, Schlage Lock Company
- Schlage Lock Co.
- SMED International
- Stanley Hardware

HARDWARE, KITCHEN & BATH
- Baldwin
- D.I.G.S.
- DuPont Corian®
- • Forms + Surfaces (See our ad on page 7)
- Hafele America Co.
- Hettich America L.P.
- HEWI Inc.
- JADO Bathroom and Hardware Mfg. Corp.
- Kallista, Inc.
- Lavi Industries
- Peter Pepper Products, Inc.
- Watercolors Inc.

LAMINATES - METAL
- ABET INC./Abet Laminati
- CCN International, Inc.
- Equipto
- Fantasy Creations in Metal
- Formica Corporation
- Lorin Industries
- The October Co., Inc.
- Pionite Decorative Laminates
- SMED International
- • Wilsonart International (See our ads on pages 59 & 63)

LAMINATES - PLASTIC
- ABET INC./Abet Laminati
- CCN International, Inc.
- Creative Dimensions, Inc.
- Equipto
- Ergonomic Solutions, Inc.
- Forbo Arborite
- Formica Corporation
- Laminart Inc.
- Nevamar, Decorative Products Division
- Pionite Decorative Laminates
- SMED International
- Standard Cabinet Works Inc.
- • Wilsonart International (See our ads on pages 59 & 63)

MASONRY - BRICK
- Summitville Tiles, Inc.

MASONRY - CERAMIC TILE
- American Marazzi Tile Inc.
- American Olean
- Buchtal Corp. USA
- Crossville Ceramics
- Daltile
- Florida Tile
- • Imagine Design (See our ad on page 17)
- LATCO PRODUCTS
- Nemo Tile Co. Inc.
- Paris Ceramics Inc.
- Ann Sacks Tile & Stone
- Shelly Tile
- Summitville Tiles, Inc.
- Tile Center of The Italian Trade Commission
- Trans Ceramica Ltd.
- United States Ceramic Tile Co.
- Waterworks

MASONRY - STONE
- Cold Spring Granite Company
- Nemo Tile Co. Inc.
- Paris Ceramics Inc.
- Ann Sacks Tile & Stone
- Shelly Tile
- Waterworks

MOULDING
- Designer Moulding
- Hafele America Co.
- Ann Sacks Tile & Stone

PAINTS, STAINS, FINISHES
- Aquafleck Acrylic Latex Multi-Color
- Basic Coatings, Inc.
- Flexi-Wall Systems
- Keeler & Long, Inc.
- Benjamin Moore & Co.
- Multicolor Specialties, Inc.
- Pratt & Lambert
- Sherwin-Williams Company

PLYWOOD & PLYWOOD PANELING
- Altura Studios Inc.
- Bernhard Woodwork Ltd.
- Standard Cabinet Works Inc.

RAILINGS
- Atlantic Designworks, Inc.
- Cornelius Architectural Products
- Designer Moulding
- HEWI Inc.
- IPC Door And Wall Protection System
- Lavi Industries
- Lawrence Metal Products
- Wylie Systems

SHOWER ENCLOSURES
- Designer Moulding
- DuPont Corian®
- Kohler Company
- Nemo Tile Co. Inc.
- Watercolors Inc.

SKYLIGHTS
- Circle Redmont Inc.
- Gordon Inc.
- Kawneer Company, Inc.
- Pella Corporation
- Polygal USA

SOLID SURFACING
- Avonite Inc.
- Cold Spring Granite Company
- DuPont Corian®
- Formica Corporation
- • Forms + Surfaces (See our ad on page 7)
- Marlite
- Nevamar, Decorative Products Division
- Phenix Biocomposits
- Standard Cabinet Works Inc.
- The Swan Corp.
- • Wilsonart International (See our ads on pages 59 & 63)

STAIR TREADS
- • Joel Berman Glass Studios Ltd. (See our ad on page 92)
- Circle Redmont Inc.
- Cold Spring Granite Company
- Endura
- Gilford
- Johnsonite
- Mercer Products Company, Inc.
- Nemo Tile Co. Inc.
- Pawling Corp.
- Ann Sacks Tile & Stone

STAIRS & STAIRCASES
- Atlantic Designworks, Inc.
- Bernhard Woodwork Ltd.
- Circle Redmont Inc.
- Wausau Tile, Inc.

WALLCOVERINGS
- Ametex/Robert Allen Contract Fabrics
- Architex International
- Blumenthal, Inc.
- Bolta Wallcovering, Div. of Gencorp Wallcovering
- C & A Contract Wallcoverings
- Canada Wallcoverings Corporation
- Computer Image Systems
- • DesignTex Inc. (See our ads on pages 5, 74, 75 & 83)
- Essex Wallcovering, Div. of Gencorp Wallcovering
- ESSI Accoustical Products Co.
- Flexi-Wall Systems
- Forbo Industries
- Genon Wallcoverings, Div. of Gencorp Wallcovering
- Gilford
- H & S Sales, Inc.
- Hermes Leather Corp.
- IPC Door And Wall Protection System
- Innovations in Wallcoverings, Inc.
- Kemlite Company, Inc.
- Boris Kroll Fabric
- Laminating Services, Inc.
- Lanark Wallcovering, Div. of Gencorp Wallcovering
- • J.M. Lynne Co., Inc. (See our ad on page 80)
- MDC Wallcoverings
- Marlite
- The October Co., Inc.
- • R.J.F. International (See our ad on page 79)
- Maya Romanoff Corporation
- Satinesque Wallcoverings; Columbus Coated Fabrics
- Scalamandré Contract
- F. Schumacher & Co.

• *Please see ad on page indicated*

Seabrook Wallcoverings
Sherwin-Williams Company
Sincol of America Inc.
Sto Finish Systems Division
Tasso Wallcovering
Tepromark International
Tower Wallcovering, Div. of Gencorp Wallcovering
• Triarch Industries, Inc. (See our ad on page 93)
Wall Fashion, Inc.
Willow Tex Inc.

WALLS/PARTITIONS

Acme Architectural Walls
• Advantage Office Systems (See our ad on page 91)
Brewster Corporation
Circle Redmont Inc.
Clestra Hauserman
Conwed Designscape
DuPont Corian®
Dynel International
ESSI Accoustical Products Co.
Hufcor Inc.
Herman Miller, Inc.
Mode Corporation
Glen O'Brien Partition Co., Inc.
Polygal USA
SMED International
TOPsiders, Inc.
Wylie Systems

WINDOW TREATMENTS (NON-DRAPERY)

Altura Studios Inc.
Canada Wallcoverings Corporation
• CONRAD (See our ad on page 94)
Hunter Douglas Window Fashions
Levolor Home Fashions Contract Division
Mecho Shade
Nanik
Pinecrest
RollEase, Inc.
SM Automatic
Silent Gliss USA, Inc.
Southwall Technologies, Inc.
• Springs Window Fashions Division, Inc. (See our ad on page 94)
TANA-TEX Inc.
3G Mermet Corp.
3M, Specified Construction Prod. Dept.
TOPsiders, Inc.
Webb Designs, Inc.
Window Modes Ltd.

WINDOWS

Kawneer Company, Inc.
Marvin Windows & Doors
Pella Corporation
Polygal USA

WOOD VENEERS

Altura Studios Inc.
Bernhard Woodwork Ltd.
Brookside Veneers Ltd.
Formica Corporation
Gilford
Marlite
SMED International
Standard Cabinet Works Inc.
Steelcase Inc.

LIGHTING

ARCHITECTURAL - INDIRECT

AAMSCO Lighting Inc.
Advent Lighting
Amerlux Lighting Systems
Ardee Lighting/USA
Artemide, Inc.
Axis Lighting Inc.
Baldinger
Belfer Lighting
Beta Lighting
Boyd Lighting Company
C.W. Cole & Company, Inc.
Cooper Custom Lighting
Creative Systems Lighting
D'Ac Lighting Inc.
Electrix Inc.
Elliptipar
Fiberstars Inc.
FLOS USA Inc.
Garcy/SLP
Hettich America L.P.
Hubbell Lighting, Inc.
Illuminating Experiences
Italian Trade Commission
Italiana Luce (IL USA, Inc.)
Itre USA Inc.
Juno Lighting
Kenro Light
LAM Lighting Systems, Inc.
LaMar Lighting Co., Inc.
• Leucos USA Inc. (See our ad on page 22)
Light Corporation
Lighting Services Inc.
Lightolier
Lightway Industries
Lite Source, Inc.
Litecontrol
Litelab Corp.
Lithonia Lighting
• LUCEPLAN USA (See our ad on page 21)
Lucifer Lighting Company
Lumax Industries
Lumenyte International Corp.
Lumiere Design & Mfg.
Luxo Corporation
Manning Lighting
Neo-Ray Lighting Products
The Original Cast Lighting Inc.
Paramount Ind. Inc.
Peerless Lighting Corporation
Poulsen Lighting, Inc.
Reggiani USA
Ron Rezek Furniture and Lighting
Ruud Lighting, Inc.
SPI Lighting Inc.
Scalamandré Contract
Simkar Lighting Fixture Co.
SMED International
Spectracom Technologies Corp.
Starfire Lighting
Steelcase Inc.
Sterner Lighting Systems
Summit Furniture, Inc.
Tech Lighting, Inc.
Thomas Lighting
Tivoli Industries, Inc.
Trend Lighting Company, Inc.
Tri-Lite Inc.
Visa Lighting Corp.
Wendelighting
Zelco Industries, Inc.
Zumtobel Staff Lighting Inc.

ARCHITECTURAL - TASK

AAMSCO Lighting Inc.
Alkco Lighting
Ardee Lighting/USA
Arroyo Craftsman
Artemide, Inc.
Axis Lighting Inc.
Baldinger
Boyd Lighting Company
C.E.W. Lighting, Inc.
Con-Tech Lighting
Cooper Custom Lighting
Cooper Lighting
Creative Systems Lighting
Dazor Manufacturing Corp.
ECA (Electri Cable Assy.)
Electrix Inc.
Elliptipar
Fire & Water Lighting
FLOS USA Inc.
GF Office Furniture, Ltd.
Garcy/SLP
Halo Lighting
Hubbell Lighting, Inc.
Indy Lighting, Inc.
Italian Trade Commission
Italiana Luce (IL USA, Inc.)
Itre USA Inc.
Juno Lighting
Kenro Light
George Kovacs Lighting
LaMar Lighting Co., Inc.
Lampas USA
• Leucos USA Inc. (See our ad on page 22)
Light Corporation
Lighting Services Inc.
Lightolier
Lite Source, Inc.
Litecontrol
Lithonia Lighting
• LUCEPLAN USA (See our ad on page 21)
Lucifer Lighting Company
Lumax Industries
Lumenyte International Corp.
Lumiere Design & Mfg.
Luxo Corporation
Mayline
Metalux Lighting
Morrison Lighting
Paramount Ind. Inc.
Peerless Lighting Corporation
Pleion Corporation
Reggiani USA
Ron Rezek Furniture and Lighting
Robern/PL Bath Products
Ruud Lighting, Inc.
SPI Lighting Inc.
Simkar Lighting Fixture Co.
SMED International

Starfire Lighting
Steelcase Inc.
TSAO + CLS
Tech Lighting, Inc.
Thomas Lighting, Accent Div.
Times Square Lighting
Tivoli Industries, Inc.
Trend Lighting Company, Inc.
Visa Lighting Corp.
Waldmann Lighting
Wendelighting
Woodlore International Inc.
Zelco Industries, Inc.
Zumtobel Staff Lighting Inc.

ARCHITECTURAL - TRACK

Amerlux Lighting Systems
Ardee Lighting/USA
Artemide, Inc.
Axis Lighting Inc.
C.E.W. Lighting, Inc.
Con-Tech Lighting
Cooper Custom Lighting
Cooper Lighting
Creative Systems Lighting
Edison Price Lighting
FLOS USA Inc.
Halo Lighting
Hettich America L.P.
Illuminating Experiences
Industry & Design Light Inc.
Indy Lighting, Inc.
Italian Trade Commission
Juno Lighting
Kenro Light
Lighting Services Inc.
Lightolier
Litelab Corp.
Lithonia Lighting
Lucifer Lighting Company
Lumiere Design & Mfg.
Prescolite • Moldcast
Pro Light
Reggiani USA
Ruud Lighting, Inc.
Tech Lighting, Inc.
Thomas Lighting
Thomas Lighting, Accent Div.
Times Square Lighting
Tivoli Industries, Inc.
Tri-Lite Inc.
Wendelighting
Zumtobel Staff Lighting Inc.

BUILDING STANDARD - EMERGENCY

Alkco Lighting
Beghelli, Inc.
Concealite
Cooper Custom Lighting
Cooper Lighting
Evenlite, Inc.
Exitronix
Hubbell Lighting, Inc.
Italian Trade Commission
Juno Lighting
LaMar Lighting Co., Inc.
Lighting Services Inc.
Lithonia Lighting
Phoenix Products Company, Inc.
Prescolite • Moldcast
Pro Light
Seton Identification Products
Siltron Emergency Systems
Sure-Lites
Thomas Lighting
Thomas Lighting, Accent Div.
Tri-Lite Inc.

BUILDING STANDARD - OUTDOOR

Advent Lighting
Architectural Landscape Lighting
Artemide, Inc.
B-K Lighting, Inc.
Baldinger
Beghelli, Inc.
Beta Lighting
C.E.W. Lighting, Inc.
Classic Lamp Post
C.W. Cole & Company, Inc.
Cooper Custom Lighting
Cooper Lighting
Creative Systems Lighting
DesignPlan Lighting
ELA Co., Inc.
Eagle Electric
Edison Price Lighting
Fiberstars Inc.
FLOS USA Inc.
Hubbell Lighting, Inc.
Italian Trade Commission
Kenro Light
Kim Lighting
King Luminaire Co. Inc.
LSI Industries
LaMar Lighting Co., Inc.
Lampas USA
Lightway Industries
Lithonia Lighting
• LUCEPLAN USA (See our ad on page 21)
Lumark Lighting
Lumax Industries
LUMEC/Div. of Thomas Ind.
Lumiere Design & Mfg.
McGraw-Edison
Paramount Ind. Inc.
Pennsylvania Globe & Gaslight Co.
Phoenix Products Company, Inc.
Pop Light Incorporated
Poulsen Lighting, Inc.
Prescolite • Moldcast
Reggiani USA
Sentry Electric Corp.
Simkar Lighting Fixture Co.
Sternberg Vintage Lighting
Sterner Lighting Systems
Stonelight
Thomas Lighting
Visa Lighting Corp.
Wendelighting

BUILDING STANDARD - OVERHEAD FLUORESCENTS

Alkco Lighting
American Louver Company
Amerlux Lighting Systems
Artemide, Inc.
Axis Lighting Inc.
Baldinger
Beghelli, Inc.
Cooper Custom Lighting
Cooper Lighting
Creative Systems Lighting
Edison Price Lighting
Energy Solutions International, Inc.
FLOS USA Inc.
Hubbell Lighting, Inc.
Italian Trade Commission
Juno Lighting
Kenro Light
LSI Industries
LaMar Lighting Co., Inc.
Lampas USA
Lightolier
Lightway Industries
Lithonia Lighting
• LUCEPLAN USA (See our ad on page 21)
Lumax Industries
Luxo Corporation
Metalux Lighting
Neo-Ray Lighting Products
Paramount Ind. Inc.
Peerless Lighting Corporation
Phoenix Products Company, Inc.
Prescolite • Moldcast
Pro Light
Reggiani USA
Ron Rezek Furniture and Lighting
Simkar Lighting Fixture Co.
Spectracom Technologies Corp.
Thomas Lighting
Thomas Lighting, Accent Div.
3M, Specified Construction Prod. Dept.
Tivoli Industries, Inc.
Visa Lighting Corp.
Zumtobel Staff Lighting Inc.

BUILDING STANDARD - OVERHEAD INCANDESCENTS

Amerlux Lighting Systems
Artemide, Inc.
Axis Lighting Inc.
Baldinger
Casella Lighting & Designer Hardware
Cooper Custom Lighting
Cooper Lighting
Creative Systems Lighting
FLOS USA Inc.
Halo Lighting
Hubbell Lighting, Inc.
Italian Trade Commission
Itre USA Inc.
Juno Lighting
Kenro Light
LSI Industries
Lampas USA
Lightolier
Lithonia Lighting
• LUCEPLAN USA (See our ad on page 21)
Lucifer Lighting Company
Lumax Industries
Luxo Corporation
Phoenix Products Company, Inc.
Prescolite • Moldcast
Pro Light
Ron Rezek Furniture and Lighting
Thomas Lighting, Accent Div.

Tivoli Industries, Inc.
Trend Lighting Company, Inc.
Wendelighting
Zumtobel Staff Lighting Inc.

CONTROLS - BALLASTS

Advance Transformer Co.
C.E.W. Lighting, Inc.
Creative Systems Lighting
Energy Solutions International, Inc.
LaMar Lighting Co., Inc.
Lightolier
Lithonia Lighting
Lutron Electronics, Inc.
Philips Lighting Company
Prescolite • Moldcast
Pro Light
Toshiba America Consumer Products

CONTROLS - DIMMERS

Advanced Control Technologies, Inc.
Cooper Lighting
Eagle Electric
Energy Solutions International, Inc.
Halo Lighting
Kenro Light
Leviton Manufacturing Co.
Lightolier
LiteTouch, Inc.
Lithonia Lighting
Lutron Electronics, Inc.
Prescolite • Moldcast
The Watt Stopper

CONTROLS - OCCUPANCY SENSORS

Energy Solutions International, Inc.
GE Total Lighting Control
Garcy/SLP
Hubbell Lighting, Inc.
Kenro Light
Leviton Manufacturing Co.
Lighting Services Inc.
Lightolier
Lithonia Lighting
Novitas, Inc.
Prescolite • Moldcast
Sensor Switch, Inc.
Steelcase Inc.
The Watt Stopper

CONTROLS - SWITCHES

Advanced Control Technologies, Inc.
Eagle Electric
Energy Solutions International, Inc.
GE Total Lighting Control
ILC - Intelligent Lighting Controls
Leviton Manufacturing Co.
LiteTouch, Inc.
Lithonia Lighting
Lutron Electronics, Inc.
Prescolite • Moldcast
Siebe Environmental Controls

DECORATIVE - FLOOR LAMPS

Accessories International, Inc.
Adjustable Fixture Co.
Advent Lighting
Arroyo Craftsman
Arte De Mexico
Artemide, Inc.
Axis Lighting Inc.
Baldinger
Baldwin
Boyd Lighting Company
Brass Reproductions
Brueton
Brunschwig & Fils, Inc.
Casella Lighting & Designer Hardware
Dazor Manufacturing Corp.
Design Lighting Products Co.
D'Lights
Donghia Furniture/Textiles
ELA Co., Inc.
Electrix Inc.
Fire & Water Lighting
FLOS USA Inc.
Fredrick Ramond, Inc.
Global Lighting
Illuminating Experiences
Italian Trade Commission
Italiana Luce (IL USA, Inc.)
Itre USA Inc.
Kenro Light
Koch & Lowy
George Kovacs Lighting
Lampas USA
• Leucos USA Inc. (See our ad on page 22)
Lite Source, Inc.
• LUCEPLAN USA (See our ad on page 21)
Lucifer Lighting Company
Luxo Corporation
Metalum, Inc.
Morrison Lighting
Nessen Lighting Inc.
Niedermaier Furniture
Pennsylvania Globe & Gaslight Co.
Poulsen Lighting, Inc.
Rejuvenation Lamp & Fixture Co.
Ron Rezek Furniture and Lighting
The John Rogers Collection
Scalamandré Contract
Schonbek Worldwide Lighting, Inc.
J. Robert Scott
The Spiral Collection
Spring Lighting Co.
Stiffel Lamp
Summit Furniture, Inc.
TSAO + CLS
Tech Lighting, Inc.
Visa Lighting Corp.
Zelco Industries, Inc.
Zumtobel Staff Lighting Inc.

DECORATIVE - PENDANTS

Advent Lighting
Amerlux Lighting Systems
Arroyo Craftsman
Arte De Mexico
Artemide, Inc.
Axis Lighting Inc.
Baldinger
Boyd Lighting Company
Brass Reproductions
Casella Lighting & Designer Hardware
C.W. Cole & Company, Inc.
Cornelius Architectural Products
Creative Systems Lighting
Crystorama Lighting
D'Ac Lighting Inc.
Design Lighting Products Co.
D'Lights
ELA Co., Inc.
Edison Price Lighting
Fire & Water Lighting
555 Automatic Inc.
FLOS USA Inc.
Fredrick Ramond, Inc.
Global Lighting
Illuminating Experiences
Italian Trade Commission
Italiana Luce (IL USA, Inc.)
Itre USA Inc.
Juno Lighting
Kenro Light
Koch & Lowy
George Kovacs Lighting
LSI Industries
LaMar Lighting Co., Inc.
Lampas USA
• Leucos USA Inc. (See our ad on page 22)
Lexalite International Corp.
Lightolier
Lightway Industries
Lite Source, Inc.
• LUCEPLAN USA (See our ad on page 21)
Lucifer Lighting Company
Luxo Corporation
Manning Lighting
Metalum, Inc.
Metropolitan Lighting Fixture Co., Inc.
Morrison Lighting
Nessen Lighting Inc.
The Original Cast Lighting Inc.
Pennsylvania Globe & Gaslight Co.
Poulsen Lighting, Inc.
Prescolite • Moldcast
Rejuvenation Lamp & Fixture Co.
Ron Rezek Furniture and Lighting
Robern/PL Bath Products
The John Rogers Collection
SPI Lighting Inc.
Scalamandré Contract
Schonbek Worldwide Lighting, Inc.
J. Robert Scott
Simkar Lighting Fixture Co.
Skyline Design
Spring Lighting Co.
Starfire Lighting
Sterner Lighting Systems
Stiffel Lamp
Summit Furniture, Inc.
TSAO + CLS
Tech Lighting, Inc.
Thomas Lighting
Trend Lighting Company, Inc.
Visa Lighting Corp.
Winona Lighting
Zelco Industries, Inc.
Zumtobel Staff Lighting Inc.

DECORATIVE - SCONCES

AAMSCO Lighting Inc.
Accessories International, Inc.
Advent Lighting
Arroyo Craftsman
Arte De Mexico
Artemide, Inc.

Axis Lighting Inc.
B-K Lighting, Inc.
Baldinger
Baldwin
Beghelli, Inc.
Belfer Lighting
Boyd Lighting Company
Brass Reproductions
Brueton
Brunschwig & Fils, Inc.
Casella Lighting & Designer Hardware
C.W. Cole & Company, Inc.
Cooper Lighting
Cornelius Architectural Products
Creative Systems Lighting
Crystorama Lighting
D'Ac Lighting Inc.
Design Lighting Products Co.
D'Lights
ELA Co., Inc.
Electrix Inc.
Fire & Water Lighting
FLOS USA Inc.
Fredrick Ramond, Inc.
Global Lighting
Halo Lighting
Illuminating Experiences
Italian Trade Commission
Italiana Luce (IL USA, Inc.)
Itre USA Inc.
Kenro Light
Koch & Lowy
George Kovacs Lighting
LaMar Lighting Co., Inc.
Lampas USA
• Leucos USA Inc. (See our ad on page 22)
Lexalite International Corp.
Lightolier
Lightway Industries
Lite Source, Inc.
• LUCEPLAN USA (See our ad on page 21)
Luxo Corporation
Manning Lighting
Derek Marshall Lighting
Metalum, Inc.
Metropolitan Lighting Fixture Co., Inc.
Morrison Lighting
Nessen Lighting Inc.
The Original Cast Lighting Inc.
Pennsylvania Globe & Gaslight Co.
Poulsen Lighting, Inc.
Prescolite • Moldcast
Rejuvenation Lamp & Fixture Co.
Ron Rezek Furniture and Lighting
Robern/PL Bath Products
The John Rogers Collection
SPI Lighting Inc.
Scalamandré Contract
Schonbek Worldwide Lighting, Inc.
J. Robert Scott
Simkar Lighting Fixture Co.
Skyline Design
Spring Lighting Co.
Starfire Lighting
Sterner Lighting Systems
Stiffel Lamp
Summit Furniture, Inc.
TSAO + CLS
Tech Lighting, Inc.
Thomas Lighting
Tivoli Industries, Inc.
Trend Lighting Company, Inc.
Visa Lighting Corp.
Waterworks
Winona Lighting
Zelco Industries, Inc.
Zumtobel Staff Lighting Inc.

DECORATIVE - TABLE LAMPS

Accessories International, Inc.
Adjustable Fixture Co.
Advent Lighting
Arroyo Craftsman
Arte De Mexico
Artemide, Inc.
Baldinger
Baldwin
Boyd Lighting Company
Brass Reproductions
Brueton
Brunschwig & Fils, Inc.
Casella Lighting & Designer Hardware
Dazor Manufacturing Corp.
Design Lighting Products Co.
D'Lights
Donghia Furniture/Textiles
ELA Co., Inc.
Electrix Inc.
Fire & Water Lighting
FLOS USA Inc.
Fredrick Ramond, Inc.
Global Lighting
Illuminating Experiences
Italian Trade Commission
Italiana Luce (IL USA, Inc.)
Itre USA Inc.
Kenro Light
Koch & Lowy
George Kovacs Lighting
Lampas USA
• Leucos USA Inc. (See our ad on page 22)
Lite Source, Inc.
• LUCEPLAN USA (See our ad on page 21)
Luxo Corporation
Derek Marshall Lighting
Morrison Lighting
Nessen Lighting Inc.
Niedermaier Furniture
Poulsen Lighting, Inc.
Rejuvenation Lamp & Fixture Co.
Ron Rezek Furniture and Lighting
The John Rogers Collection
Scalamandré Contract
Schonbek Worldwide Lighting, Inc.
J. Robert Scott
The Spiral Collection
Spring Lighting Co.
Steelcase Inc.
Stiffel Lamp
TSAO + CLS
Waldmann Lighting
Zelco Industries, Inc.
Zumtobel Staff Lighting Inc.

LAMPS - FLUORSCENT

AAMSCO Lighting Inc.
Adjustable Fixture Co.
Aero-Tech Light Bulb Co.
Architectural Landscape Lighting
Artemide, Inc.
Energy Solutions International, Inc.
Koch & Lowy
LAM Lighting Systems, Inc.
LaMar Lighting Co., Inc.
Litetronics International, Inc.
LUMEC/Div. of Thomas Ind.
Lumiere Design & Mfg.
Luxo Corporation
Osram Sylvania Inc.
Panasonic Lighting
Philips Lighting Company
Pro Light
Rejuvenation Lamp & Fixture Co.
Spring Lighting Co.
3M, Specified Construction Prod. Dept.
Ushio America, Inc.

LAMPS - HID

AAMSCO Lighting Inc.
Aero-Tech Light Bulb Co.
Architectural Landscape Lighting
C.E.W. Lighting, Inc.
Energy Solutions International, Inc.
Gilway Technical Lamp
LAM Lighting Systems, Inc.
Litelab Corp.
Litetronics International, Inc.
LUMEC/Div. of Thomas Ind.
Lumiere Design & Mfg.
Osram Sylvania Inc.
Philips Lighting Company
Sentry Electric Corp.
Ushio America, Inc.
Wendelighting

LAMPS - INCANDESCENT

AAMSCO Lighting Inc.
Accessories International, Inc.
Adjustable Fixture Co.
Aero-Tech Light Bulb Co.
Architectural Landscape Lighting
Artemide, Inc.
Baldinger
Gilway Technical Lamp
Global Lighting
Koch & Lowy
George Kovacs Lighting
LAM Lighting Systems, Inc.
Litelab Corp.
Litetronics International, Inc.
LUMEC/Div. of Thomas Ind.
Lumiere Design & Mfg.
Luxo Corporation
Osram Sylvania Inc.
Philips Lighting Company
Rejuvenation Lamp & Fixture Co.
Spring Lighting Co.
Ushio America, Inc.
Wendelighting

• Please see ad on page indicated

ADA SIGN SYSTEMS INC.
1200 Industrial Rd. #13
San Carlos, CA 94070
415-593-1718
Fax: 415-593-1610

ADT SECURITY SYSTEMS
300 Interpace Pkwy.
Parsippany, NJ 07054-1113
Fax: 201-316-1330

AGI, INC.
P.O. Box 142
High Point, NC 27261
910-434-5011
Fax: 910-861-5715
Chicago, IL
Coyne Associates, Inc.; 312-222-1070
Los Angeles, CA
Rodenbeck and Associates; 310-659-1051
New York, NY
O.R. Associates; 212-758-1861

ASI SIGN SYSTEMS
3890 W. Northwest Hwy., #102
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Website: http://www.accuride.com

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Fax: 213-752-0227

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Website: advos.com
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Boston, MA
Franzone & Associates; 617-737-1193
Ellicott City, MD
Alex Doherty Marketing Associates; 410-750-7041
Grapevine, TX
Buddy Brown & Associates; 817-481-2600
Hartsville, IN
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Werksman Marketing Inc.; 315-652-1710
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Rocky Cox; 801-255-8046
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Filzer/Weinstein, Inc.; 212-995-1400
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Ralph Greene; 602-759-2344
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Mark Milliken; 617-737-8190

Brandon, FL
John Fleming; 813-685-8657

Chicago, IL
Kevin Glynn; 312-321-9220

Dallas, TX
Betty Williams; 214-871-3838

Houston, TX
Joe Greff; 703-802-9966

Livonia, MI
Annika Van Bever; 313-462-8420

Long Island City, NY
Beth Blough; 718-361-0707

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Fax: 908-980-3335

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805-257-9282
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Fax: 713-568-6684

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Fax: 610-796-1493

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Phil Tavani; 212-463-0606
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847-291-1040; 800-342-7523
Fax: 847-291-1184

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Lenoir, NC 28645
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Seattle, WA
Jane Piper Reid; 206-621-9230

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Website: www.bodybilt.com
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Bodybilt Seating, Inc.; 312-222-1078
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Bodybilt Seating, Inc.; 303-298-0958

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Hackensack, NJ 07601
201-489-0100
Fax: 201-489-4394
Website: http://cw.gencorp.com

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818-709-7844; 800-828-5858 (outside CA)
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Lees, founded in 1846 is one of the oldest and most respected carpet makers in America. In 1960, it became a division of Burlington Industries, Inc., one of the nations largest and most diversified manufacturers of textiles and related products for the home, industry and apparel. Today, Lees continues its aggressive pursuit of high-performance quality products with unprecedented design and color offerings that reflect the company's vigorous commitment to innovation. Lees is headquartered in Greensboro, NC, with primary manufacturing facilities located in Glasgow, VA.

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Greensboro, NC 27420
910-379-2926; 800-523-7888
Fax: 910-379-3397
See our ad on page 9
Chicago, IL
Lees; 312-337-3193

LEGGETT & PLATT
1 Leggett Dr.
Carthage, MO 64836
800-888-4569
Fax: 417-358-2636

LETTERING SPECIALISTS, INC.
P.O. Box 3410
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Fax: 847-674-9571

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LEUCOS is a 35 year old company with headquarters in the province of Venice. The Leucos collection offers a wide range of products including table, floor, pendant, wall and recessed lighting fixtures. All products are made of Murano glass and are of the highest quality and design. Leucos USA has a full-scale American operation with a national sales and showroom network and large domestic warehouse.

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Edison, NJ 08837
908-225-0010; 800-832-3360
Fax: 908-225-0250
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Broomes Island, MD
Potomac Lighting; 410-586-0464
Chicago, IL
Ingrid Meyer Lighting; 312-664-4347
Dallas, TX
Reid-Cooper Assoc.; 214-745-8905
Long Island City, NY
Progressive Design Group; 718-729-8540
Los Angeles, CA
White Associates; 213-661-9495
Narberth, PA
Marder Associates; 610-668-2015
North Miami, FL
Bierman/Draheim Partnership; 305-949-7644
San Francisco, CA
Luce; 415-677-0927
Seattle, WA
DuGraf Associates, Inc.; 206-281-9366

LEVITON MANUFACTURING CO.
59-25 Little Neck Pkwy.
Little Neck, NY 11362
800-323-8920
Fax: 800-832-9538

LEVOLOR HOME FASHIONS CONTRACT DIVISION
4110 Premier Dr.
High Point, NC 27265
910-812-8181; 800-221-6803
Fax: 910-881-5878

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Charlevoix, MI 49720
616-547-6584; 800-228-5275
Fax: 616-547-5833
E-Mail: lweis@lexalite.com
Website: http://www.lexalite.com

LIBRARY BUREAU
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Fitchburg, MA 01420
508-345-7942; 800-221-6638
Fax: 508-345-0188
E-Mail: melvil@librarybureau.com
Website: http://www.librarybureau.com

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14800 172nd Ave.
Grand Haven, MI 49417
616-842-5100; 800-544-4899
Fax: 616-846-2144
Website: http://www.lightcorp.com

LIGHTING SERVICES INC.
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914-942-2800; 800-999-9574
Fax: 914-942-2177
Website: www.lightingservicesinc.com

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Fall River, MA 02720
508-679-8131; 800-215-1068
Fax: 508-646-3204
Website: http://www.lightolier.com

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Valencia, CA 91355
805-257-0286; 800-325-4448
Fax: 805-257-0201

LIGHTWORKS
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Philadelphia, PA 19132
Fax: 215-223-9200

LITE SOURCE, INC.
4401 Eucalyptus Ave.
Chino, CA 91710
909-597-8892
Fax: 909-393-4161

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Hanson, MA 02341
617-294-0100
Fax: 617-293-2849
E-Mail: info@litecontrol.com
Website: http://www.litecontrol.com

LITELAB CORP.
251 Elm St.
Buffalo, NY 14203
716-856-4300; 800-238-4120
Fax: 716-856-0156

LITETOUCH, INC.
3550 S. 700 West
Salt Lake City, UT 84119
801-268-8668
Fax: 801-268-9200
E-Mail: litetouchl@aol.com

LITETRONICS INTERNATIONAL, INC.
4101 W. 123rd St.
Alsip, IL 60658
708-389-8000; 800-860-3392
Fax: 708-371-0627
E-Mail: litecomm@aol.com
Website: http://www.lightlink.com/litetronics

LITHONIA LIGHTING
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310-830-7111; 800-832-7111
Fax: 310-830-9986

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LUCIFER LIGHTING COMPANY
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Fax: 210-227-4967

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Fax: 601-634-9606

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Fax: 514-430-0386

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Rob Anderson; 815-467-7005

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Fax: 800-869-9663

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Kent, WA 98031
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Fax: 206-872-9471

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Coopersburg, PA 18036
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Fax: 610-282-6437
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Website: http://www.lutron.co

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219-295-0229; 800-334-7426
Fax: 219-294-4043

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Fax: 914-937-7016

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Fax: 609-339-5875

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Fax: 330-343-7296

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Fax: 603-284-6237
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Fax: 800-237-0358

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Fax: 601-634-9606

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Website: www.metrofurniture.com

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Fax: 706-880-5530
Website: www.millikencarpet.com

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Spartanburg, SC 29304
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Fax: 864-503-1716

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310-318-2491; 800-523-1269
Fax: 310-376-7650 800-235-7743
E-Mail: info@mockett.com
Website: http://www.mockett.com

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San Leandro, CA 94577
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E-Mail: 72546.743@compuserv.com

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Fax: 317-521-6204

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Fax: 207-784-6973
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Fax: 915-544-0325
E-Mail: nbs@whc.net
Website: http://www.whc.net/nbs

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Fax: 812-482-8800

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Cleveland, OH 44111
216-671-0080; 800-321-6165
Fax: 216-671-8388

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Fax: 718-291-5992

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Sheboygan, WI 53081
414-457-7726
Fax: 414-457-7537

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706-884-8005; 800-848-9074
Fax: 706-883-6269

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Fax: 718-456-5492

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E-Mail: novadesk@pdcomp.com
Website: http://www.novadesk.com

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Fax: 616-784-4402
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518-798-3576; 800-456-8929
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E-Mail: sales@nuwaymats.com
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E-Mail: obrienwall@aol.com

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